

RSS/USAO2011RO1205

UNITED STATES DISTRICT COURT
DISTRICT OF NEW JERSEY

UNITED STATES OF AMERICA

v.

RANDY POULSON

: Criminal No. 14- *309(RMB)*
:
: 18 U.S.C. §§ 1341, 1343
:
:
:
:

INDICTMENT

RECEIVED

JUN 05 2014

AT 8:00 *2:10* P.M.
WILLIAM T. WALSH
CLERK

The grand jury in and for the District of New Jersey, sitting at Trenton, charges:

COUNTS 1 – 7

(Mail Fraud)

The Defendant and His Companies

1. At all times relevant to this Indictment:

a. Defendant RANDY POULSON was a resident of New Jersey, and owned and operated Equity Capital Investments, LLC (“Equity Capital Investments”) and Poulson Russo LLC (“Poulson Russo”), among other businesses.

b. Defendant RANDY POULSON was the former President of the South Jersey Real Estate Investors Association (“SJREIA”).

2. At all times relevant to this Indictment:

a. Equity Capital Investments purportedly was a real estate investment company which bought and sold residential real estate for profit.

b. Poulson Russo purportedly was a real estate investment education company.

c. Defendant RANDY POULSON established accounts at TD Bank, N.A. ("TD Bank") in the names of Equity Capital Investments (the "Equity Capital Investments Account") and Poulson Russo, among others. POULSON also maintained an account at TD Bank in his and his wife's name.

The Scheme to Defraud

3. From in or about July 2006 through in or about November 2011, in Gloucester County, in the District of New Jersey and elsewhere, the defendant

RANDY POULSON,

did knowingly and intentionally devise a scheme and artifice to defraud and to obtain money and property by means of materially false and fraudulent pretenses, representations, and promises, which scheme and artifice was in substance as set forth below.

4. It was part of the scheme and artifice that defendant RANDY POULSON offered to purchase real estate from distressed homeowners facing foreclosure on their properties. POULSON falsely promised that he would pay the homeowners' mortgages in return for the sale of the properties.

5. It was further part of the scheme and artifice that defendant RANDY POULSON obtained the deeds to more than 25 distressed homeowners' residences, and caused the distressed homeowners to move out of their residences.

6. It was further part of the scheme and artifice that defendant RANDY POULSON stopped making the monthly mortgage payments on the distressed homeowners' mortgages, causing those mortgages to go into foreclosure without the homeowners' knowledge.

7. It was further part of the scheme and artifice that defendant RANDY

POULSON, through Poulson Russo, gave speeches and seminars, monthly dinners, and various, private tutorial sessions, purporting to teach real estate investing tips to individuals who paid fees to attend such events.

8. It was further part of the scheme and artifice that defendant RANDY POULSON solicited attendees at the seminars and other individuals, including members of the SJREIA, to invest in Equity Capital Investments. POULSON falsely claimed in the oral presentations and in written materials that investors' money would be used to fund the purchase, maintenance, and improvement of a specific residential property, including the closing costs of acquiring the property, a down payment, rehabilitation costs, and mortgage payments prior to finding a renter for the property.

9. It was further part of the scheme and artifice that defendant RANDY POULSON caused the investors to provide POULSON with money, both by wire transfer and by check, which POULSON caused to be deposited into the Equity Capital Investments Account.

10. It was further part of the scheme and artifice that defendant RANDY POULSON diverted much of the money that purportedly was going to be used to invest in the real estate properties to his personal use.

11. It was further part of the scheme and artifice that defendant RANDY POULSON periodically "repaid" investors using other investors' money to maintain the investors' confidence in the "investments."

12. As a result of the above-acts, defendant RANDY POULSON caused the investors to provide him with more than \$3 million.

13. On or about the dates listed below, in Gloucester County, in the District of New Jersey and elsewhere, having devised and intending to devise a scheme and artifice to defraud

and for obtaining money and property by means of materially false and fraudulent pretenses, representations, and promises, defendant

RANDY POULSON

did knowingly and with fraudulent intent cause to be placed in a post office and authorized depository for mail, and cause to be delivered in accordance with directions thereon, certain mail matter as more fully described below, to be sent and delivered by the United States Postal Service or by a private or commercial interstate carrier as specified per count, for the purpose of executing such scheme and artifice:

COUNT	DATE	FROM	TO	METHOD OF MAILING	ITEM
1	5/10/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	D.P.'s \$37,000 investment check in Equity Capital Investments
2	5/12/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	D.S.'s \$40,000 investment check to RANDY POULSON
3	6/9/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	K.D.'s \$25,000 investment check to RANDY POULSON
4	8/4/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	J.G.'s \$18,200 investment check to RANDY POULSON
5	9/24/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	J.W.'s \$12,000 investment check to RANDY POULSON
6	10/13/2010	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	K.T.'s \$15,000 investment check to RANDY POULSON

COUNT	DATE	FROM	TO	METHOD OF MAILING	ITEM
7	2/22/2011	Equity Trust Company, OH	RANDY POULSON, NJ	UPS	B.N.'s \$14,999 investment check to RANDY POULSON

In violation of Title 18, United States Code, Section 1341.

COUNTS 8 – 18

(Wire Fraud)

1. Paragraphs 1 through 2 and 4 through 12 of Counts 1 through 7 of this Indictment are hereby realleged and incorporated as though set forth in full herein.

2. On or about the dates listed below, in Gloucester County, in the District of New Jersey and elsewhere, having devised and intending to devise a scheme and artifice to defraud and for obtaining money and property by means of materially false and fraudulent pretenses, representations, and promises, defendant

RANDY POULSON,

for the purpose of executing such scheme and artifice, did knowingly and with fraudulent intent transmit and cause to be transmitted by means of wire communications in interstate commerce the following writings, signs, signals, pictures, and sounds:

COUNT	DATE	FROM	TO	WIRE TRANSMISSION
8	1/7/10	TD Bank, NJ	TD Bank, Maine	Wire transmission of funds from \$80,000 in C.D.'s checks to RANDY POULSON
9	3/26/10	TD Bank, NJ	TD Bank, Maine	Wire transmission of funds from \$40,000 in J.B.'s checks to Equity Capital Investments
10	5/6/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for D.P.'s \$37,000 investment in Equity Capital Investments
11	5/7/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for D.S.'s \$40,000 investment to RANDY POULSON

COUNT	DATE	FROM	TO	WIRE TRANSMISSION
12	6/7/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for K.D.'s \$25,000 investment to RANDY POULSON.
13	6/14/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for J.G.'s \$18,200 investment to RANDY POULSON
14	6/21/10	TD Bank, NJ	TD Bank, Maine	Wire transmission of funds from S.P.'s \$30,000 check to Equity Capital Investments
15	9/16/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for J.W.'s \$12,000 investment to RANDY POULSON
16	9/28/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for K.T.'s \$15,000 investment to RANDY POULSON
17	12/7/10	D.L.'s Bank, IL	TD Bank, NJ	Wire transfer for D.L.'s \$40,000 investment in Equity Capital Investments
18	12/20/10	RANDY POULSON, NJ	Equity Trust Company, OH	Email re: forwarding documents for M.B.'s \$20,000 investment to RANDY POULSON

In violation of Title 18, United States Code, Section 1343.

A TRUE BILL


PAUL J. FISHMAN
United States Attorney

CASE NUMBER: 2011RO1205

**United States District Court
District of New Jersey**

UNITED STATES OF AMERICA

v.

RANDY POULSON

INDICTMENT FOR

**Title 18, United States Code,
Sections 1341 and 1343**

A True Bill,

Foreperson

PAUL J. FISHMAN

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