

# The **NEW** Breed Of Cybercriminal

What **You** Can Do To Protect  
Your Business From Being Held  
Hostage, From Lost Profits And  
From Reputational Damage



REAL **IT** SOLUTIONS™

**Provided as an educational service by:**

Matt Kahle, CEO

Real IT Solutions

866 3 Mile Rd NW Grand Rapids, MI. 49544

616-528-9596 [www.realitsolutions.com](http://www.realitsolutions.com)

# The New Breed Of Cybercriminal

## What You Can Do To Protect Your Business From Being Held Hostage, From Lost Profits And From Reputational Damage

*In this report, you're going to discover the most dangerous lie you might believe that's putting you and your organization at risk. You'll see that the true cost of a cyber-attack goes far beyond paying ransomware, how AI emboldens cybercriminals and what you can do to protect your company. Finally, we'll reveal a truly disturbing fact that might keep you awake at night and that you need to be aware of.*

*First, a little bit about us and why you should keep reading. My name is Matt Kahle, co-owner of Real IT Solutions. I co-authored an Amazon bestseller: "The Compliance Formula: Successful Strategies of CMMC Compliant Companies" and "Technology IT Should Just Work: The West Michigan Manufacturers Guide for Finding a Professional, Competent, Honest, Considerate, On-time, Fairly-Priced & Dependable Computer Consultant." Since our establishment in 2006, we've consistently ranked as the highest-rated IT services firm in West Michigan. This year, we're excited to share that we've earned a spot on the INC 5000 list. I love what I do because I get to help people keep their business secure from potential devastating cyber attacks.*

But here's the bottom line. This isn't about me or my clients or me. **It's about you.**

I am going to start with the most dangerous lie you have been led to believe, and a lot of businesses believe this: "My business is too small for cybercriminals to care about."

### That Is A Lie, And Here Are The Facts

**Your small business is more likely to be attacked than a large business.**

One in five small businesses fall victim to cybercrime each year, and that number is growing.

CEOs and CFOs are now an extremely attractive target for cybercriminals via a tactic called "whale hunting" that specifically targets high-profile employees.

We are also seeing exploits by what are called "drive-by hackers" popping up everywhere. Even though you may have a small business, your business may not even be their main target. What they do is they use you to access businesses higher up on the food chain. They'll infiltrate your business and get information that helps them attack a larger business that you might be working with. They steal from you, they cause damage and then they move on. That's why they're called drive-by hackers.



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It couldn't be further from the truth when you think that your business is too small for cybercriminals to care about.

## How To Calculate The True Cost Of A Cyber-Attack

Next, let's go over the true cost of a cyber-attack. Well, we all know ransomware, and what I call a baby hacker might only ask for \$5,000, but other hidden costs exist. The new breed of hacker has a sliding ransomware scale. Here's what that means. **This is important.** The hacker, once they're in your system, finds out what your insurance policy is, what your insurance policy will pay and possibly how much is in your bank account, and they adjust their demand based on that number. Meaning they may come in with a preconceived idea of how much they want, but then they say, "Look at how much this person's insurance company will pay out. Look at how much money they have in the bank. We're going to increase our ask."

**And here is a frightening fact.** Many insurance companies are no longer offering cyber insurance because of the rapidly rising claims. **And another fact.** Fifty-one percent of all insurance claims are either denied or underfunded because unless your company follows the cyber security protocols in your policy to the letter, to the T, the insurance company will deny your claim.

Let's say they don't even deny your claim – the insurance company still has the right to send in a forensic team. And when they do that, they're treating your business like it's a crime scene and they shut you down. The first cost is ransomware. But a huge hidden cost that most people don't think about is lost productivity. I want you to do this simple exercise. Divide your annual payroll by 2,080. That's the number of working hours in a year. It's really important because this will be eye-opening for you. That's your hourly cost. If you multiply that by eight, that's how much money you're losing daily in productivity. **And here is the scary fact: this can go on for two weeks, three weeks, four weeks or even more.**

Look at that number again and ask yourself, "Can my business even survive if I was down for that long?" And by the way, that doesn't even take into account lost sales. So, go back to that number. What would the real cost be if you were completely shut down for two weeks? No sales coming in. Still having to pay for everything. What would the real cost be over a two-week period?

51%

insurance claims  
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2,080

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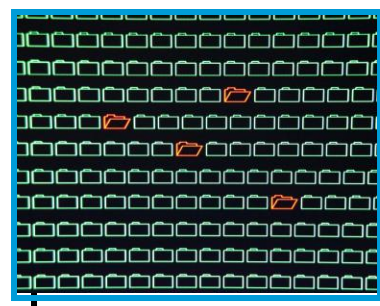
## Real-Life Case Studies

*Let me tell you a true story.* There was a dentist's office, and the dentist was hacked and all of his patient records were compromised. Obviously, this is a serious violation of HIPAA and it triggered a federal government response. What does that mean? It means the FBI swarmed his practice. They locked his doors. And they went through all his files and computers and more, and he was shut down. That's what I call a **bad day**.

Now, on top of all that, in most states you must notify everyone in your database that your network has been breached and their data has been sold on the dark web. **This leads to the third cost** of a cyber-attack, and that is damage to your reputation. It is obviously a huge black eye for your company. Imagine getting call after call after call from irate customers, clients or patients. And by the way, if this breach is big enough, the press will attach itself to it. Imagine waking up in the morning, turning on the morning news and seeing that your company is the featured story. And *not* in a good way. Of course, your competitors will love this, won't they? And they will jump all over it.

Here is another example of where it happened to a law firm. The law firm found out that they were attacked, and they had to shut everything down. They needed to inform their clients, opposing counsel, other law firms, and they had to let the courts know. **On top of all that**, they were completely locked out of their clients' files. And aside from the embarrassment, the loss of trust was devastating. You might be able to withstand the ransomware payment and being down for a couple of weeks, but the hit to your reputation lasts for a really long time. And on top of all of that, this law firm was down for two weeks. They couldn't do business for two weeks. So again, review what you wrote down regarding the cost. If you were down for two weeks...what would that mean for you and your business? Realistically, **could you survive?**

By the way, this particular law firm thought it could never happen to them. They had protocols in place. Well, they *thought* it could never happen to them – until it did. You see, the other cost that goes beyond the loss of revenue is the embarrassment of appearing stupid or irresponsible, and that's probably not the case, but that is the perception. And there's the loss of clients for not protecting their data. Class action suits and individual lawsuits. Legal fees to handle the breach compliance lawsuits, plus fines for noncompliance. And then, of course, we've got replacement of data that's corrupted or locked.



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# AI: Cybercriminals' Favorite (And Easiest) Weapon To Use To Destroy Small Businesses

So, now you're fully looped into the cost of an attack and the hidden costs of an attack.

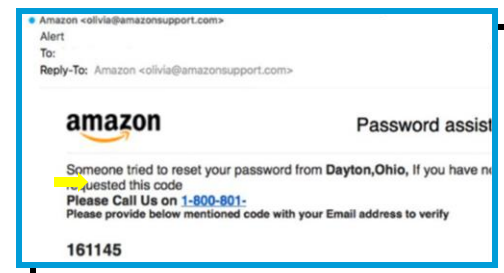
Next I want to share the impact of AI on cyber security. Obviously, AI is all the rage. It's all over the news. And guess what? **Cybercriminals are loving it.**

We've all heard of deepfakes, where they use a computer program and AI to create an image that looks like something else, or they create an actor saying something that they didn't actually say. You may have even seen this **deepfake of the pope** and his really, *really* cool jacket. People actually thought the pope was wearing that jacket. Now, we may chuckle and we may smile at that, but not all deepfakes are funny.



Let me tell you a story of a mother's nightmare. This mother thought her daughter got kidnapped because cybercriminals took just a snippet of her voice from a conversation she had and they used that to fake her voice. They called the mom and played the recording of the fake voice. Now, the daughter was fine, but the mom didn't know that, and they demanded ransom. *Can you imagine?*

We also have phishing. In the past, you could easily know when an e-mail was fake – for example, because they were poorly written, there were misspellings and things like that. But I can turn a poorly written phishing e-mail into a nearly undetectable e-mail. In fact, **look at this e-mail** right now and see if you can spot why this is a fake phishing e-mail. If you or one of your employees clicks on an e-mail that looks like this, your network can be infiltrated. They can get your credentials. And guess what? They're going to use them.



Another common issue with AI is called **encryption breaking**. And this is unbelievable. I saw an expert actually do this onstage. This AI expert took encrypted passwords and did this as a demonstration, using encrypted passwords that are found on the dark web. He fed them into an AI engine and asked the AI engine to break the encryption. And it did – meaning even encrypted passwords can now be broken with AI.

And one of the most frightening new phenomena is infected websites. The new breed of cybercriminal will hack into legitimate websites. Not those fake websites where you see them and you know it's a fake website. No, legitimate websites from big companies. And they'll embed a virus on that website, so if you click anything, download anything, that virus is now in your network. It's now on your computer.

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**This new breed of cybercriminal** is also doing a lot of texting. Yes, they're still using e-mail, but they know everybody's got their phone. What the hacker will do is send a malicious text to your device and hack in. And then, when you click on the link, it gives them access to all the data on your phone. Now, I don't know about you, but I've got a lot of business stuff on my phone that I would not want the hacker to get access to – bank account information, websites, contacts, health information. All that can be sold on the dark web or used against you. So, now you need to be wary about any text messages from an unknown number.

These are some common ways hackers are using AI, and they use this phishing scheme to get your personal information, to get your money, to get access to your data. And here is what's frightening: an employee will click on one of these links in an e-mail or in a text or download something from a website and do it completely legitimately, thinking they're helping. There's no maliciousness on their part whatsoever, but the damage will still be done.

## Those That Have Been Hacked And Those That Will Be Hacked

*The truth is* that the new breed of cybercriminal has more ways than ever to attack you. And speaking of that, **here is a scary fact** you're probably not aware of but that you need to be aware of.

**This is a big one.** The new breed of cybercriminal will infiltrate your network and then they'll not do anything for weeks, meaning they'll plant a virus on your computer and they'll just let it sit there. They'll let it do its work. It will scan information, get the information that it needs, and it could be on there for a week or even a month, and you are not even aware of it. And then, when the time is right, when they feel you are most vulnerable, they'll unleash that virus, and it's like a ticking time bomb. A ticking time bomb that could be in your network right now.

Are you 100% certain, without a shadow of a doubt, that your network hasn't already been infiltrated? **Robert Mueller**, the former director of the FBI, said there are only two types of companies – those that have been hacked and those that will be hacked.

Now that you understand how the new breed of cybercriminal is working and what you can do to protect your business and yourself, **I have some good news.**



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There are three key things you need to be aware of when it comes to what you can do:

- **PROTECT**
- **DETECT**
- **RESPOND**

Let's talk about the first piece, which is **protect**. What you're looking to do is make your business less attractive to cybercriminals. Think about it as an alarm system for your house. If you have an alarm system and you have the sign up that says, "This is protected by XYZ Company," the criminals know you have a sophisticated alarm system in place that's going to alert the police immediately and that's going to start shining lights and having sirens go off, so they're less likely to rob your home. It's the same thing here. We want to make your business less attractive to cybercriminals.



How do you actually do that? The first step is to ensure that you have the most up-to-date cyber security protocols and technology in place.

**The hackers are getting more and more sophisticated every single day, and the tools they're using are getting more and more sophisticated. It is mission critical that you keep up with them by making sure your technology is the best and the most up-to-date and the most powerful possible.**

The second thing is to have **comprehensive training** for your employees and yourself about what to look out for. A lot of C-level executives will say, "Well, I don't need the training because they're not going to come after me." But sophisticated cybercriminals love to go whale hunting for high-profile employees and CEOs, and comprehensive training about what to look out for, what security measures to put in place, and what to do and what not to do are so important to making your business less attractive to the cybercriminal.



Here's a secret that many cyber security companies don't want you to know. If a sophisticated cybercriminal wants to infiltrate your network, they'll find a way. That's the bottom line. You could have the best technology in place and have comprehensive training for yourself and your employees, and you need all of that because it will make your business less attractive.

**But if the new breed of cybercriminal wants to get into your network, they're going to find a way to get in.**

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That's why early detection is mission critical. In fact, out of the big three – protect, detect and respond – **detection** is the biggest and most crucial element of all. Rapid-fire detection is vital to minimizing potential damage by shutting down hackers as quickly as possible. So, when they infiltrate your network, you immediately know it and you can take the actions you need to take to mitigate the damage and stop it in its tracks.

An aside: if an IT company tells you they can prevent you from being hacked, they're not telling you the truth. That's why at Real IT Solutions, we continue to invest in the most up-to-date, powerful **DETECTION** technology available.

Now you know how to protect yourself by having the most up-to-date technology in place, comprehensive training for yourself and your employees. Next up is **quick response** and why that is so important. As I mentioned, fast response begins with early detection. That's why detection is the **most important** of the big three. You see, once we detect a threat, our sophisticated software can quickly determine and eliminate the root problem. You need to make sure that you not only have quick detection, but that your IT company and your cyber security company respond quickly to it, because faster response means less damage and, in some cases, can eliminate all those negative consequences we talked about.



## Will They Call You Stupid Or Irresponsible?

I want to go back to the most dangerous lie you might have believed that is putting your organization at risk: **“My business is too small for a cybercriminal to care about.”**

Hopefully, now you see why that isn't true. You are a prime target. Small businesses as a whole are the prime target. The new breed of cybercriminal will infiltrate your business, wreak damage and get what they can get.

*But here's the bottom line.* If – and actually when, as Robert Mueller would say – your business falls victim to a cyber-attack, depending on what happens, you will be blamed. There's no sympathy for a hacked business, and you're wrongly labeled as irresponsible and stupid. And if and when your business falls victim to a cyber-attack, depending on what happens, you may be questioned, possibly even investigated, about what you did to prevent that from happening.



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And if and when your business falls victim to a cyber-attack, depending on what happens, you may need to notify **all your clients** that their data was exposed. You could lose files, you could lose data, delaying projects and halting services. And if and when your business falls victim to a cyber-attack, depending on what happens, if it's in the news or your competitors get wind of it, they will have a heyday destroying your reputation. And finally, if and when your business falls victim to a cyber-attack, depending on what happens, the cost of restoring data and work can quickly escalate.

**But I want you to understand this one thing.**

## While The New Breed Of Cybercriminal Is Becoming More And More Sophisticated, **So Are We.**

You **CAN** protect yourself from being a victim of cybercrime, and there are three steps to protecting your organization now.

### Step 1:

**A threat assessment.** What's lacking in your security right now? Are your systems really backed up? Where are you exposed to risks? This threat assessment absolutely needs to be done by an independent third party. Just as you can't proofread your own work, your current IT company can't and shouldn't do the threat assessment. A third party needs to do this.



### Step 2:

**Create an action plan and implement it.** Based on what is discovered from the threat assessment, an action plan is created and implemented to protect you if and when an attack happens. And again, this prevents you from being an easy target.



### Step 3:

**Ongoing maintenance.** You don't want to take a set-it-and-forget-it approach to security, because your hackers won't. This isn't a one-and-done thing. You need to have ongoing support, ongoing monitoring of your systems.



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## FREE And Confidential Cyber Security Risk Assessment Reveals Where Your Company Is At High Risk Of Ransomware, Hackers And Other Devastating Cyber-Attacks

I want to introduce my first gift to you of a **Cyber Security Risk Assessment**. Before I tell you about this, let me tell you who this is *not* for. This is **not** for you if you are a one-person company. If you're one person in a business, this is not something you really need. This is **not** for you if you fear putting your current cyber security company or IT department to the test. This is **not** for you if you don't feel that protecting your business from the new breed of cybercriminals is a priority. If, after everything we've talked about, you say, "Oh, I don't really care about this, this can't happen to me" – then this isn't for you.

**Let's talk about the Cyber Security Risk Assessment and how it works.** First, there is a 15-minute initial phone call to discuss your company and determine if the assessment is right for you. If it is, we'll let you know in detail how it works. Then, if we decide an assessment is the appropriate next step, we'll do the assessment and then present our findings and show you where your network is at risk if a gap does exist.

### With the assessment, you're going to know the following:

1. If your login credentials or your employees' credentials are being sold on the dark web. And here's something you may not want to hear, but it's the truth: *I can practically guarantee one or more are.* And what you're going to discover in this report will shock you.
2. If your IT systems and data are **truly** secure from hackers, cybercriminals, rogue employees – and again, most employees want to do a good job, but there are those rogue employees who are out to hurt you – you'll know that as well. We'll also give you a health score for your network to determine if there are any outdated, unsupported, slow or problematic areas, and we'll tell you how your network ranks against that of other companies of your size in your industry.
3. Whether or not your current backup will allow you to restore 100% of your data. We have found that many businesses have a backup, but it doesn't allow them to restore all their data. We'll tell you how fast it can be back up and running if ransomware locked all your files. And again, in 99% of the computer networks we've reviewed, they were **absolutely shocked** to discover that they would not be able to quickly access their data.

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## Why Free?

Now, the good news is the first step is **FREE**. The threat assessment and dark web scan for your organization has a value of \$550, but it is absolutely free. To get your free threat assessment and to schedule your 15-minute initial call, go to [www.realitsolutions.com/discoverycall/](http://www.realitsolutions.com/discoverycall/).

### After the assessment, you're going to make one of three decisions:

1. Do nothing and hope that everything will be okay.
2. Take our findings and source another cyber security company to help you.
3. You'll discuss working with us, which is obviously what we hope for.

Here are three things you need to know. The first is that there is no obligation to buy or to do anything after the risk assessment. Next, our first call is only 15 minutes long. I want to make sure I can actually help you before we conduct the risk assessment. And the third thing is that the reason to schedule a call now is so you can sleep well at night knowing with complete confidence that your organization is protected from the new breed of cybercriminals.

**To schedule your 15-minute initial call, go to [www.realitsolutions.com/discoverycall/](http://www.realitsolutions.com/discoverycall/)**

You'll be taken to my simple calendar page, where you can select a time that works best for you.

In addition to the no-cost, no-obligation risk assessment, I also have some very **valuable** gifts for you. Included free is the dark web scan and a report for your personal credentials and your employee passwords. This has a value of \$350, and you are going to be shocked by what we dig up. And it's obviously 100% confidential.

The next thing you receive is information for how to create, manage and remember hacker-proof passwords. One of the most *important* things is not only remembering passwords but creating passwords that make it much more difficult for a hacker to breach, and this report will tell you specifically how to do that.

Finally, you're also going to get a free report called "Seven Simple Things You Can Do To Protect Your Business And Yourself From Bank Fraud." (*Bank fraud is one of the most insidious things the cybercriminals do.*)

To get all of this with no risk, no obligation, simply go to [www.realitsolutions.com/discoverycall/](http://www.realitsolutions.com/discoverycall/). Once again, you'll be taken to a very simple calendar page where you can select a time that works best for you for the 15-minute initial call.

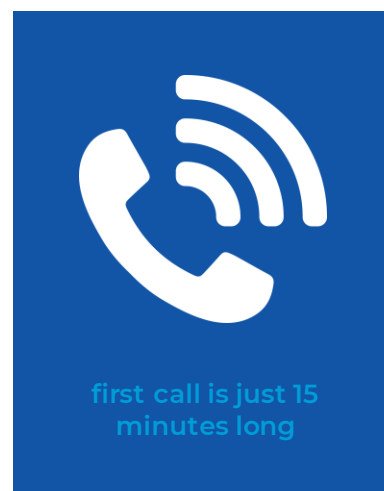
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## Please...Do NOT Just Shrug This Off (What To Do Now)

**Pease don't put this off thinking it can't happen to you.** The fact is, everyone who has been breached at one point has thought, "This can't happen to me," **until it does.**

The first call is just 15 minutes long. That's to make sure we can actually help you. Then we're going to be talking for about 10 minutes to get the information we need to actually run the assessment, and then you're going to need to dedicate about one hour to go over the results with us. The significant time investment is on **OUR** part rather than on your part.

To schedule your 15-minute call to get this started, go to [www.realitsolutions.com/discoverycall/](http://www.realitsolutions.com/discoverycall/)



I want to just cover some questions I always get asked that you might have.

The first question I get asked is "Will my current IT company know you're running a risk assessment?" Here are some things to know. First, you don't want to tell them because the fact is, they should catch that the assessment is being done and alert you. It's a big, big, big, big **red flag** if they don't.

The next thing is, if they're doing their job that you pay them to do, they actually shouldn't worry about it. I wouldn't care if somebody did it for the organizations we protect, because we would know instantly and we would respond instantly. And remember, if everything looks good, if everything is the way it should be, if your current IT company catches that we're running this – and they should – fantastic. You know that you've got a great cyber security firm and you can sleep well at night.

But the third and **most important** reason is that you owe it to yourself and your employees and your customers, clients or patients, to ensure that you are protected. The fact is that our cyber security assessment will help you sleep well at night.

An obvious question that I get is "Okay, that sounds great. I understand that the assessment is free, but what's it going to cost me after the assessment?" The truth is, it might not cost you anything. If we don't find any problems, there are no problems. We give you the thumbs-up.

The other fact, though, is that the investment – and it is an investment – to secure your network depends on the complexity of the problems we find in the assessment. Once we do the assessment, I can tell you precisely what the investment is going to be. But the fact is that cyber security doesn't have to break the bank – but the new breed of cybercriminal certainly can.

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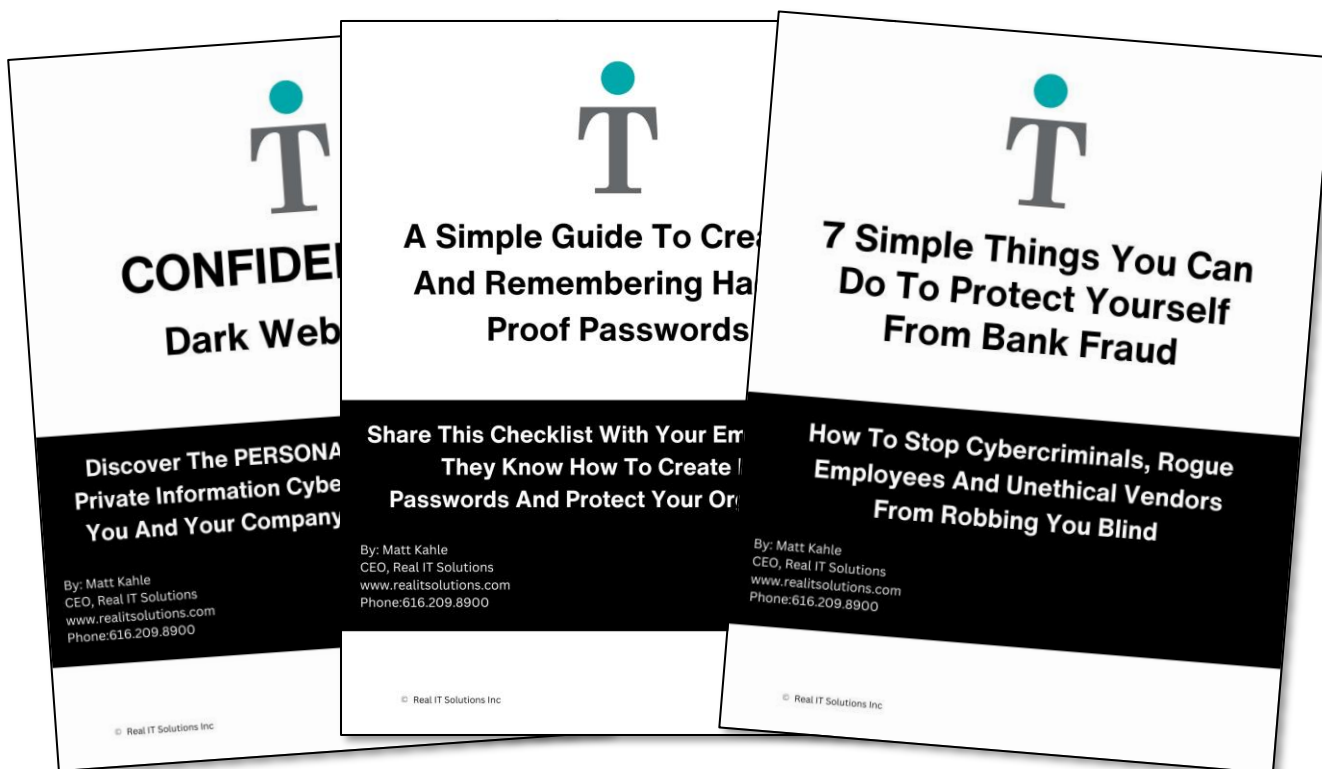
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Another question I always get is “**Why are you doing the assessment for free?**” First of all, there is no *catch*. There is no *obligation*. You don’t have to work with us after the assessment. Obviously, I’d love to earn your business, but there’s no pressure to work with us. My mission, and the reason I’m doing this assessment for free, is to ensure that businesses located in Michigan don’t become victims of cybercrime.

To summarize, here’s everything you get when you schedule your Cyber Security Risk Assessment.

- 1. Threat Assessment (Value = \$550)**
- 2. Dark Web Scan (Value = \$350)**
- 3. Free Reports (Value = \$350)**

So, the total value of this is \$1,250, but it’s all **FREE** for you when you schedule *today*.



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## See What Other Business Owners Are Saying:

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### "An essential partner"



What I like most about Real IT is that they are **extremely knowledgeable** about our business IT needs and proactively anticipates our future needs. This allows our team to focus on our business instead of dealing with IT issues.

**Real IT has become an essential partner** in helping us implement new technologies. **They deliver a "wow" experience** by continuing to do what they have always done for us; provide fast, efficient, and effective solutions to any IT issues that we face. Even when the issues are found to be outside of our business, Real IT has provided guidance and knowledge to help us get to a quick solution.

– Mark Jackson, Mor Electric Heating Associates Inc.

### "Commitment to follow up"



It is always a relief to work with a team that is **both knowledgeable and efficient**. The Real IT team is just that. They have been able to handle any issue, no matter how big or small, with professionalism and expertise.

Their **commitment to follow up** and keeping clients updated sets them apart from other companies. They are masters at what they do, and they keep me updated on the status of my ticket.

As a client, I feel confident that they will stay ahead of the curve and keep your business up-to-date with the latest technology.

– Charlie Roggenbeck, Veterinary Health Center

### "Protect our business"



Real IT Solutions has quick response times and often fixes are achieved on the 1<sup>st</sup> try. **They have strong cyber security measures to protect our business.**

I would recommend Real IT Solutions because we have developed a mutually trusting relationship based on demonstrated competence.

– Steve Moreland, Automatic Spring Products Corporation

### "A whole computer department"



Working with Real IT Solutions means we can focus on our business and not get bogged down with the computer/software issues.

It is like **we have a whole computer department but don't have to pay** for having an entire computer department. They are **very responsive** and take the time to **solve any computer/software issue** we have.

We have had a great experience with Real IT, **they have always been very responsive** to our computer/software needs.

– Donald J Corey, CPA

**If you have any questions about what you read today, [we'd like to answer them](#). On this call we can discuss your unique situation, any concerns you have and, of course, answer any questions you have about us.**

If you feel comfortable moving ahead, we'll schedule a convenient time to conduct our Cyber Security Risk Assessment.

**Visit:**

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Or call us at: 616-528-9596