

Chairman Doyle, Ranking Member Latta, and members of the Committee, thank you for giving me the opportunity to appear before you today.

My name is Aaron Foss, and I'm the founder of Nomorobo. Six years ago, my idea for stopping robocalls was chosen as the winner of the FTC's Robocall Challenge.

Since then, we've stopped over one billion robocalls from reaching Americans. That's a billion with a B. We've prevented hundreds of millions of dollars from being stolen from Americans. I can only imagine how many life savings are still intact thanks to Nomorobo.

And as proud as I am about that number, I know that's just a drop in the bucket in solving this enormous problem. Billions of illegal robocalls are made every month and there seems to be no end in sight.

I'm going to keep my remarks brief because I'd like to get down to the important task at hand – having a meaningful conversation about stopping the robocall epidemic.

Let's begin by stepping back in time and looking at how far we've come.

When I first started Nomorobo, the industry said it wouldn't work. We'd block too many good calls. The scammers would change tactics. Back then, the carriers weren't even sure they could block robocalls due to FCC regulations.

Well, we've proved that robocall blocking does indeed work.

Today, we're protecting millions of people each and every day from getting scammed and annoyed by robocalls. It's well understood now that a phone number reputation system is vital to stopping the robocall problem.

And yet, robocalls are still at unprecedented levels.

More still needs to be done.

On April 15 this year, Tax Day, we decided to change the game again.

We released a real-time feed of all of the active IRS call-back scammers, for free, to the carriers. We are publicly showing the scammers' phone numbers along with recordings and transcriptions of the messages that they're currently pushing out.

We're encouraging all companies to use this data to put an end to one of the longest running and most notorious robocall scams of all time. If the industry uses this data, in theory, we can eliminate the IRS call back scams right now.

And to launch it, we took out a full-page ad in the New York Times, that I've included. What better way to tell the world, right?

We agonized over every word in that ad but specifically, the headline – “We Can Win The War Against Robocalls.” The “We” refers to all of us in this room today – phone companies, robocall blocking companies, call originators, lawmakers, and regulators.

If we work together, it can be done.

I'm going to end with a rather radical suggestion for every lawmaker in this room.

I propose that we change the laws around sales robocalls from an "opt-out" system into an "opt-in" one. Right now, you have to take action if you **don't** want to get the calls. I believe that you should have to take action if you **do** want to receive them from certain parties.

In order to make sales robocalls, you must have the current owner's express written permission.

It doesn't matter if the call is being made to a landline or a mobile phone, a residential line or business one.

It doesn't matter if your number is on the Do Not Call registry or not.

If you don't have consent, the answer is 'No'. You can't legally call that person with a prerecorded message.

I thank you again for this opportunity to talk about this huge problem. I have a ton of experience in this area. Use me as a resource today. Ask me anything.

I'm in the trenches each and every day fighting this battle for all Americans.

Thank you.

# WE CAN WIN THE WAR AGAINST ROBOCALLS.



*“Hello. This is Agent Bloom calling you from tax crime investigation unit of Internal Revenue Services. This is to inform you that IRS has issued an arrest warrant against you and within one hour you will get arrested from your house...”*

Sound familiar? Every day, thousands of people are victimized by robocalls like this. Criminals used to rob people with guns. Now they use the phone.

They pretend to be technical support and fool you into paying thousands of dollars to “fix” your computer. They pretend to be the Chinese Consulate and threaten (in Mandarin, of course) to have you deported. They pretend that you’ve won a free cruise or an all-inclusive vacation when all you’ve really “won” is a smaller bank account.

We at Nomorobo know a lot about phone scams. We’ve stopped over 1 billion robocalls since winning the FTC’s Robocall Challenge back in 2013.

And we’re just as frustrated as you are that this problem isn’t going away faster. We know that more can be done to protect Americans from illegal, unwanted robocalls.

With that in mind, we’re very excited to unleash a new weapon in this fight.

Beginning today, we’re making our real-time feed of IRS call-back scammers available for *free*. We’re hoping that all phone companies will use this data to help end one of the most notorious and dangerous robocall scams of all time.

Robocalls continue to plague all of us for one very basic reason—they work. Scammers only need a few victims in order to be wildly profitable. But when fewer calls get through, the economics change and they’ll be forced to stop.

One day, robocalls will be a thing of the past. But until then, protect yourself and those you love by installing our app on your mobile phone, enabling Nomorobo on your landline, or using a product from one of our partners.

We’re confident that by working together, we can end this epidemic and ultimately win the war against robocalls.

Find out more at [nomorobo.com/irs](http://nomorobo.com/irs) 📞

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Stop Robocalls Now.

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