

Name: _____

Date: _____

Score: _____

Confidential Domain Acquisition & Stealth Negotiations

Stealth domain acquisition, escrow services, non-disclosure agreements, and buyer representation

DOMAIN BROKER LEARNING OVERVIEW

INVESTOR

STUDENT STATUS

Corporate Branding Track

SECURED

DOMAIN ASSETS

High-Value Asset Transfer

100%

ESCROW SAFETY

Confidential Buyer Protection

Welcome! This activity packet guides you through the fundamental principles of Domain Brokerage & Corporate Asset Acquisition. You will explore how stealth procurement protects buyer capital, how domain valuations operate, and how to secure high-value domain transfers.

WORKSHEET CHECKPOINTS

- ☐ **Part 1-4:** Master domain valuation and brokerage.
- ☐ **Part 5-7:** Solve crossword & word search puzzles.
- ☐ **Part 8-9:** Solve case studies & cipher challenge.
- ☐ **Part 10:** Review basic & advanced FAQ pages.
- ☐ **Part 11:** Explore 10 interesting real-world facts.

Open the VPN.com Domain Broker Guide

URL: <https://www.vpn.com/domain-broker/confidential-domain-acquisition/>

Your Domain Brokerage Learning Roadmap

- Execute stealth domain acquisitions using anonymous representation.
- Draft non-disclosure agreements that protect buyer corporate identity.
- Structure secure third-party outreach to prevent price inflation.
- Formulate multi-stage escrow agreements that mitigate wire fraud.
- Navigate registry transfer rules and ICANN 60-day transfer locks.

DOMAIN BROKERAGE GUIDE INSTRUCTIONS

Answer the multiple choice and true/false questions, complete the fill-in-the-blank sentences using the word bank, match definitions, and solve the crossword and word search puzzles. Apply your knowledge to real-world domain acquisition scenarios in the case study section.

WHAT IS DOMAIN BROKERAGE? (INTRODUCTION)

Domain brokerage involves confidential negotiation, valuation, and licensed escrow transfer of high-value web addresses. Professional domain brokers represent corporate buyers and sellers to secure valuable digital real estate assets, safeguard purchasing power, and verify unencumbered chain of title.

READ EACH CHECKPOINT CAREFULLY AND SELECT OR WRITE THE CORRECT RESPONSE.

Checkpoint 1: Multiple Choice Challenge

1 What is the primary objective of a confidential domain acquisition?

- ☐ A. Bypassing public domain registrar registration locks
- ☐ B. Shielding buyer identity to prevent seller price gouging
- ☐ C. Reducing global network connection latency times
- ☐ D. Automatically generating web server HTML templates

2 Why should brand managers avoid using corporate email for domain inquiries?

- ☐ A. It violates international ICANN transfer policies
- ☐ B. Existing owners inflate prices when corporate interest is revealed
- ☐ C. It triggers automatic 60-day registry transfer locks
- ☐ D. It prevents web servers from resolving DNS records

3 Which legal agreement preserves buyer confidentiality throughout negotiations?

- ☐ A. Service level network agreement
- ☐ B. Non-disclosure agreement (NDA)
- ☐ C. End-user software license contract
- ☐ D. Domain transfer registry authorization

4 How are transaction funds protected during a stealth acquisition deal?

- ☐ A. Sending direct wire transfers to seller bank accounts
- ☐ B. Utilizing a licensed, third-party escrow service
- ☐ C. Paying via unverified international credit cards
- ☐ D. Submitting cryptocurrency keys via public forums

5 What security step confirms a stealth transfer is complete?

- ☐ A. Clear browser history and network caches
- ☐ B. Verifying registrar WHOIS records and EPP codes in escrow
- ☐ C. Changing local router IP subnet masks
- ☐ D. Installing web server database software updates

Checkpoint 2: True or False Challenge

6 Question 6

Revealing buyer funding levels during negotiations prevents price inflation.

☐

True

☐

False

7 Question 7

NDAs prevent brokers from sharing buyer details with sellers without consent.

☐

True

☐

False

8 Question 8

Domain brokers initiate contact through third-party entities to maintain anonymity.

☐

True

☐

False

9 Question 9

Direct bank wires to overseas sellers ensure immediate domain transfer.

☐

True

☐

False

10 Question 10

The 60-day ICANN lock applies if registrant contact email is updated.

☐

True

☐

False

Checkpoint 3: Key Term Insertion

Read each sentence below and fill in the blank with the correct term from the Word Bank.

1. An experienced _____ negotiates anonymous acquisitions for corporate clients.
2. Transaction capital is deposited in _____ to prevent seller fraud during ownership transfers.
3. A data-backed _____ provides leverage during stealth price negotiations.
4. Executing a _____ strategy prevents domain owners from gouging corporate buyers.
5. The registrar generates an _____ to authorize migrating the domain to the buyer's account.
6. The central TLD _____ records final ownership details after a successful transfer.

VOCABULARY WORD BANK

BROKER
EPP CODE

ESCROW
REGISTRY

VALUATION
AUCTION

STEALTH
WHOIS

Write your answers here:

- | | | | |
|----|----------------------|----|----------------------|
| 1. | <input type="text"/> | 2. | <input type="text"/> |
| 3. | <input type="text"/> | 4. | <input type="text"/> |
| 5. | <input type="text"/> | 6. | <input type="text"/> |

Checkpoint 4: Domain Concept Match

DEFINITION MATCHING

Match each vocabulary term on the left with its correct definition on the right by writing the corresponding letter (A-H) in the fillable input box.

1. Stealth Outreach

A

Negotiation strategy shielding the buyer's corporate identity and capitalization.

2. Buyer Brokerage

B

Fiduciary representation acting solely in the financial interest of the acquiring party.

3. Confidential NDA

C

Legal contract prohibiting disclosure of proprietary client information during deals.

4. Escrow Holding

D

Secure transaction account holding buyer funds until assets are verified by the agent.

5. WHOIS Protection

E

Service hiding registrant contact details from public lookups post-transfer.

6. Transfer Key

F

EPP passcode generated by the registrar to authorize inter-registrar domain movement.

7. Registry Check

G

Authoritative registry-level verification of final database ownership records.

8. Domain Value

H

Economic worth determined by generic brevity, extension, and commercial demand.

Checkpoint 5: Crossword Puzzle

Solve the crossword puzzle by typing letters into the active white boxes. The numbers correspond to the clues below.



ACROSS

1. Confidential firm managing stealth domain negotiations on behalf of enterprise buyers (9)
4. Financial intermediary account ensuring secure delivery of stealth-acquired assets (6)
8. Corporate naming asset protected through anonymous acquisition of exact-match addresses (5)

DOWN

2. The estimation of domain value based on category relevance and competitor landscape (9)
3. Anonymous buyer representation strategy keeping corporate identity completely hidden (7)
5. Accredited platform facilitating EPP code authentication for secure domain transfers (9)
6. Passcode generated by registry authority to authorize confidential domain movements (7)
7. Bidding platform used to anonymously acquire pre-owned or expired domain names (7)

Checkpoint 5 Alternative: Accessible Crossword Clues

Screen-reader and keyboard users can type the crossword answers directly in the text fields below.

ACROSS CLUES

1 Across: Confidential firm managing stealth domain negotiations on behalf of enterprise buyers (9 letters):

4 Across: Financial intermediary account ensuring secure delivery of stealth-acquired assets (6 letters):

8 Across: Corporate naming asset protected through anonymous acquisition of exact-match addresses (5 letters):

DOWN CLUES

2 Down: The estimation of domain value based on category relevance and competitor landscape (9 letters):

3 Down: Anonymous buyer representation strategy keeping corporate identity completely hidden (7 letters):

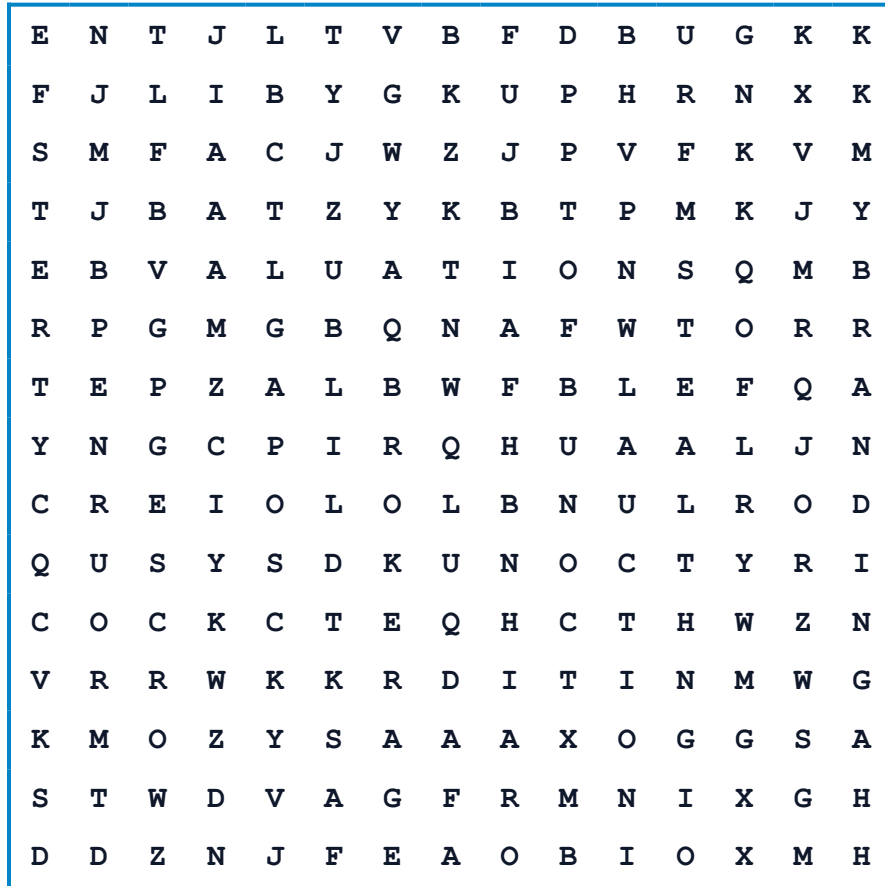
5 Down: Accredited platform facilitating EPP code authentication for secure domain transfers (9 letters):

6 Down: Passcode generated by registry authority to authorize confidential domain movements (7 letters):

7 Down: Bidding platform used to anonymously acquire pre-owned or expired domain names (7 letters):

Checkpoint 6: Hidden Word Search

Find the 8 key vocabulary terms hidden in the grid below. Words can be horizontal, vertical, or diagonal.



VOCABULARY WORD LIST

BROKERAGE
REGISTRAR

ESCROW
EPPCODE

VALUATION
AUCTION

STEALTH
BRANDING

Checkpoint 6 Alternative: Accessible Vocabulary Matching

Match each of the 8 vocabulary terms from the Word Search to its correct definition by writing the letter (A-H) in the blank space.

VOCABULARY TERMS

- A. BROKERAGE
- B. ESCROW
- C. VALUATION
- D. STEALTH
- E. REGISTRAR
- F. EPPCODE
- G. AUCTION
- H. BRANDING

DEFINITIONS & MATCH FIELDS

- 1. Confidential negotiation and acquisition service for domain names.
- 2. Secured third-party account holding funds during domain transfer.
- 3. Professional appraisal determining market value of digital assets.
- 4. Strategy concealing buyer identity to prevent price inflation.
- 5. Authorization code generated by registrars to validate domain transfer.
- 6. ICANN-accredited entity managing domain registration records.
- 7. Short, high-demand generic .com web addresses carrying major brand equity.
- 8. Formal request to procure a domain owned by another entity.

Checkpoint 7: Scrambled Word Challenge

Unscramble the letters below to reveal key domain brokerage concepts and terms. Write your answers in the input boxes provided.

1. R K O B E R

5. T I O N R E G I S T R A

2. C R O S E W

6. F O L I O P O R T

3. A U T I O N V A L

7. F E R S T R A N

4. T E H L A S T

8. Q U I R E A C

Checkpoint 8: Domain Brokerage Case Studies

Apply the concepts you have learned to solve the real-world scenarios below.



CASE STUDY 1: STRUCTURING STEALTH NEGOTIATION CHANNELS

Scenario: A multi-billion dollar enterprise wants to acquire a short brand name domain from an independent blogger who is likely to ask for millions if they discover the buyer's identity.

Discussion Question: What is the recommended stealth negotiation pipeline to acquire the asset at a fair market price?



CASE STUDY 2: MITIGATING WIRE RISK IN STEALTH ACQUISITIONS

Scenario: During an anonymous domain acquisition, the seller insists that funds must be wired directly to their offshore bank account before they release the EPP auth code.

Discussion Question: What risk does a direct wire pose, and how must the broker enforce transaction security?

Final Challenge: Decrypting the Cipher

A domain broker protects client capital during stealth acquisitions. Use the Letter-to-Number key below to decrypt the cybersecurity message by writing the matching letters in the blank spaces.

LETTER-TO-NUMBER ENCRYPTION KEY

A=1	B=2	C=3	D=4	E=5	F=6	G=7	H=8	I=9	J=10	K=11	L=12	M=13
N=14	O=15	P=16	Q=17	R=18	S=19	T=20	U=21	V=22	W=23	X=24	Y=25	Z=26

Decoded cybersecurity message:

TIP: EACH NUMBER REPRESENTS THE POSITION OF THAT LETTER IN THE ALPHABET (E.G. 1 = A, 2 = B, 26 = Z).

Checkpoint 10: Basic Domain Brokerage FAQs (Part A)

Review the most common questions and answers regarding domain brokerage and stealth acquisitions.

Q1: What is a stealth domain acquisition?

A stealth acquisition is a confidential buying process where a broker negotiates on behalf of a buyer while keeping their identity hidden from the seller.

Q2: Why is keeping buyer identity secret important?

If sellers discover a buyer has large corporate funding, they often inflate asking prices far beyond fair market value.

Q3: How do non-disclosure agreements (NDAs) protect the transaction?

NDAs legally prohibit all parties from disclosing the buyer's identity, brand plans, and transaction amounts to the public.

Q4: How do brokers contact unresponsive WHOIS owners?

Brokers use historic WHOIS logs, corporate business registries, physical mail, and registrar relay forms to locate verified owners.

Q5: What is the role of escrow in stealth purchases?

Escrow holds the buyer's funds safely and only releases them to the seller after the registrar confirms ownership transfer is complete.

Checkpoint 10: Basic Domain Brokerage FAQs (Part B)

Review the most common questions and answers regarding domain brokerage and stealth acquisitions.

Q6: Can I use my corporate credit card to buy a stealth domain?

No. Credit card records reveal your corporate identity. Anonymous bank wires managed by escrow are mandatory.

Q7: Who owns the domain during negotiations?

The seller retains full legal ownership until the transaction is closed in escrow and the registry database is updated.

Q8: How does a broker negotiate pricing for a taken domain?

Brokers present objective sales comps and appraisal data to lower seller price expectations to realistic market levels.

Q9: What is an EPP authorization code?

An EPP code is a secure passcode generated by the registrar to authorize migrating the domain to the buyer's account.

Q10: How long does a typical stealth domain purchase take?

Negotiating and completing a stealth acquisition generally takes between 2 to 6 weeks, depending on seller responsiveness.

Checkpoint 11: Advanced Domain Valuation FAQs (Part A)

Explore commercial and valuation aspects of premium domain transfers and lease-to-own financing.

Q1: What happens if a seller refuses to negotiate with a broker?

Brokers utilize alternative generic outreach profiles and contact channels to engage the owner without raising corporate flags.

Q2: How do brokers handle international tax forms in stealth transactions?

Licensed escrow platforms manage international compliance, tax documents, and wire verifications, keeping the buyer's identity secure.

Q3: How long does a stealth acquisition negotiation usually take?

Stealth negotiations require patience, typically taking between 2 to 6 weeks to establish contact and secure favorable terms.

Q4: What is the structure of a multi-stage escrow agreement for corporate buyers?

Escrow agreements release partial funds upon domain push to holding accounts and final funds after registrar transfer lock verification.

Q5: How do brokers enforce NDAs against seller breach?

NDAs include heavy financial penalties and liquid damages clauses to deter sellers from leaking confidential buyer details.

Checkpoint 11: Advanced Domain Valuation FAQs (Part B)

Explore commercial and valuation aspects of premium domain transfers and lease-to-own financing.

Q6: How do brokers handle domains owned by dissolved overseas corporations?

Brokers locate corporate liquidators, former directors, or bankruptcy trustees with legal signing authority to sign off on the asset transfer.

Q7: What is a non-circumvention covenant in domain brokerage?

A contract clause preventing sellers from contacting the end-buyer directly to bypass the broker and inflate prices.

Q8: How do brokers verify that a domain is free of liens?

Brokers conduct historical WHOIS title audits, search UCC filing databases, and review trademark registries for registered security claims.

Q9: How does the ICANN 60-day transfer lock affect stealth acquisitions?

Changes to registrant details trigger a lock; brokers instruct sellers to opt out of the lock prior to initiating the transfer.

Q10: What technical audits verify zero-downtime domain handover?

The broker duplicates DNS records on the new nameservers before EPP code execution, ensuring zero traffic downtime.

Part 11: 10 Real-World Domain Brokerage Facts & Insights

Review these highly valuable, real-world facts regarding domain valuation, stealth acquisition, and escrow security.

1. DOMAIN INSIGHT

Stealth acquisitions prevent domain sellers from price gouging funded corporate buyers.

2. DOMAIN INSIGHT

Most premium corporate domain names are acquired anonymously utilizing professional domain brokers.

3. DOMAIN INSIGHT

Non-disclosure agreements legally safeguard proprietary enterprise branding strategies during deals.

4. DOMAIN INSIGHT

Licensed escrow platforms eliminate transaction risk by holding funds until registry transfer completes.

5. DOMAIN INSIGHT

Direct wire transfers to unknown domain sellers carry complete loss risk with no legal recourse.

6. DOMAIN INSIGHT

EPP codes act as cryptographic authorization keys required to transfer domain control between registrars.

7. DOMAIN INSIGHT

ICANN enforces a mandatory 60-day transfer lock following registrant contact information updates.

8. DOMAIN INSIGHT

Historical WHOIS archives allow brokers to trace domain registration records over multiple decades.

9. DOMAIN INSIGHT

Startups should execute defensive registrations across adjacent TLDs to prevent brand speculation.

10. DOMAIN INSIGHT

Domain appraisals verify fair market value based on generic keywords, brevity, and sales comps.

Technical References & Sources

The study guide and interactive puzzles are compiled from global ICANN, WIPO UDRP, and licensed domain escrow standards.

SCHOLARLY & INDUSTRY REFERENCES

- [1] ICANN. (2024). Policy on Transfer of Registrations Between Registrars. Retrieved from <https://www.icann.org/resources/pages/transfer-policy-2016-06-01-en>
- [2] WIPO Arbitration and Mediation Center. (2024). World Intellectual Property Organization Domain Name Dispute Resolution. Retrieved from <https://www.wipo.int/amc/en/domains/rules/>
- [3] WIPO. (2025). Guide to the Uniform Domain Name Dispute Resolution Policy (UDRP). Retrieved from <https://www.wipo.int/portal/en/index.html>
- [4] IETF. (2022). RFC 5730: Extensible Provisioning Protocol (EPP) Specification. Retrieved from <https://datatracker.ietf.org/doc/rfc5730/>
- [5] IETF. (2022). RFC 5731: Extensible Provisioning Protocol (EPP) Domain Name Mapping. Retrieved from <https://datatracker.ietf.org/doc/rfc5731/>
- [6] IETF. (2021). RFC 3986: Uniform Resource Identifier (URI): Generic Syntax. Retrieved from <https://datatracker.ietf.org/doc/rfc3986/>
- [7] Escrow.com. (2025). Secured Financial Holding and Domain Transfer Protocol. Retrieved from <https://www.escrow.com>
- [8] Center for Internet Security (CIS). (2024). Standard Controls for Secure Domain and Asset Management. Retrieved from <https://www.cisecurity.org/controls/cis-controls-list>
- [9] NIST. (2023). Special Publication 800-63: Digital Identity and Asset Management Guidelines. Retrieved from <https://csrc.nist.gov/publications/detail/sp/800-63/3/final>
- [10] OWASP. (2025). Application Security Verification Standard (ASVS): Secure Configuration. Retrieved from <https://owasp.org/www-project-application-security-verification-standard/>

Answer Key: Checkpoint 1 - Multiple Choice

1 Brokerage Function

BROKERAGE

Correct Answer: B

TEACHING NOTE

Domain brokers act as confidential negotiators representing buyers and sellers to reach fair market transactions.

Citation: ICANN Transfer Policy [Ref 1].

2 Stealth Strategy

STEALTH

Correct Answer: B

TEACHING NOTE

Stealth acquisition conceals corporate buyer identity to prevent sellers from inflating asking prices.

Citation: Escrow.com Protocol [Ref 7].

3 Escrow Protection

ESCROW

Correct Answer: B

TEACHING NOTE

Licensed third-party escrow holds funds safely until ownership transfer verification is complete.

Citation: Escrow.com Protocol [Ref 7].

4 Domain Appraisal

VALUATION

Correct Answer: B

TEACHING NOTE

Short 2-letter and 1-word .com domains carry extreme global brand scarcity and liquidity.

Citation: WIPO UDRP Guide [Ref 3].

5 Dispute Resolution

UDRP POLICY

Correct Answer: B

TEACHING NOTE

ICANN's Uniform Domain-Name Dispute-Resolution Policy (UDRP) governs administrative trademark disputes.

Citation: WIPO Dispute Rules [Ref 2].

Answer Key: Checkpoint 2 - True or False

6 Confidential NDAs

NDAS

Correct Answer: False

TEACHING NOTE

Professional domain brokers operate under non-disclosure agreements to protect buyer corporate strategy.

Citation: CIS Controls [Ref 8].

7 Escrow Delivery

ESCROW

Correct Answer: True

TEACHING NOTE

Escrow holding accounts disburse funds only after full domain ownership transfer is verified by the buyer.

Citation: Escrow.com Protocol [Ref 7].

8 Digital Real Estate

ASSETS

Correct Answer: True

TEACHING NOTE

Short 2-letter and 3-letter .com domains function as high-value, liquid digital property assets.

Citation: NIST Guidelines [Ref 9].

9 Stealth Negotiation

STRATEGY

Correct Answer: False

TEACHING NOTE

Direct corporate buyer outreach often causes sellers to inflate asking prices significantly.

Citation: WIPO UDRP Guide [Ref 3].

10 EPP Authorization

EPP CODE

Correct Answer: True

TEACHING NOTE

EPP codes are unique security passcodes generated by registrars to authorize domain transfers.

Citation: IETF RFC 5730 [Ref 4].

Vocabulary Keys & Grading Rubric

Instructor Grading Rubric: Award 1 point for each correct matching (8 points total) and context term (6 points total).

CHECKPOINT 4: CONCEPT MATCH KEY

A 1. Stealth Outreach

B 2. Buyer Brokerage

C 3. Confidential NDA

D 4. Escrow Holding

E 5. WHOIS Protection

F 6. Transfer Key

G 7. Registry Check

H 8. Domain Value

1 BROKER

2 ESCROW

3 VALUATION

4 STEALTH

5 EPP CODE

6 REGISTRY

DISCUSSION NOTES FOR INSTRUCTORS

Valuation Accuracy:

Verify that students understand how domain length, extension (.com, .ai), and commercial search volume drive appraisal pricing.

Escrow Security:

Emphasize that funds are held in licensed third-party holding accounts prior to domain WHOIS transfer verification.

Stealth Representation:

Highlight the role of NDAs and third-party representation in preventing speculative price gouging during corporate procurement.

Puzzles Keys & Instructor Notes

WORD SEARCH SOLUTION

E	N	T	J	L	T	V	B	F	D	B	U	G	K	K
F	J	L	I	B	Y	G	K	U	P	H	R	N	X	K
S	M	F	A	C	J	W	Z	J	P	V	F	K	V	M
T	J	B	A	T	Z	Y	K	B	T	P	M	K	J	Y
E	B	V	A	L	U	A	T	I	O	N	S	Q	M	B
R	P	G	M	G	B	Q	N	A	F	W	T	O	R	R
T	E	P	Z	A	L	B	W	F	B	L	E	F	Q	A
Y	N	G	C	P	I	R	Q	H	U	A	A	L	J	N
C	R	E	I	O	L	O	L	B	N	U	L	R	O	D
Q	U	S	Y	S	D	K	U	N	O	C	T	Y	R	I
C	O	C	K	C	T	E	Q	H	C	T	H	W	Z	N
V	R	R	W	K	K	R	D	I	T	I	N	M	W	G
K	M	O	Z	Y	S	A	A	A	X	O	G	G	S	A
S	T	W	D	V	A	G	F	R	M	N	I	X	G	H
D	D	Z	N	J	F	E	A	O	B	I	O	X	M	H

CROSSWORD SOLUTION

		5	G				2	P				6	F			
4	S	E	R	V	E		R		3	B		8	I	S	7	P
		O					O			A			R		R	
		B					1	T	U	N	N	E	L	I	N	G
		L					O			D			W		V	
		O					C			W			A		A	
		C					O			I			L		C	
		K					L			D			L		Y	
										T						
										H						

INSTRUCTOR GUIDE FOR CROSSWORD SOLUTIONS

ACROSS CLUES

- 1 Across:** **TUNNELING** Process of wrapping data packets. (3, 5)
- 4 Across:** **SERVER** Remote computer routing traffic. (1, 0)
- 8 Across:** **ISP** Internet Service Provider. (1, 9)

DOWN CLUES

- 2 Down:** **PROTOCOL** Rules determining data transmission. (0, 5)
- 3 Down:** **BANDWIDTH** Rate of data transfer. (1, 7)
- 5 Down:** **GEOBLOCK** Location website restriction. (0, 1)
- 6 Down:** **FIREWALL** Security monitor barrier. (0, 9)
- 7 Down:** **PRIVACY** State of freedom from tracking. (1, 11)

Scrambled Words & Cipher Solution Key

Grading key for the vocabulary word unscramble activity and Secret Cipher Challenge.

WORD UNSCRAMBLE KEY

1. R K O B E R

BROKER

5. T I O N R E G I S T R A

REGISTRATION

2. C R O S E W

ESCROW

6. F O L I O P O R T

PORTFOLIO

3. A U T I O N V A L

VALUATION

7. F E R S T R A N

TRANSFER

4. T E H L A S T

STEALTH

8. Q U I R E A C

ACQUIRE

SECRET CIPHER CHALLENGE KEY

"ACQUIRE YOUR DOMAINS WITH A CONFIDENTIAL AGENT"

Domain Brokerage Case Studies Solution Key

A Case Study 1: Structuring Stealth Negotiation Channels

[Instructor Solution](#)

GRADING GUIDELINE

Student answers should cover the following points:

- **Scenario Analysis:** A multi-billion dollar enterprise wants to acquire a short brand name domain from an independent blogger who is likely to ask for millions if they discover the buyer's identity.
- **Recommended Strategy & Solution:** The enterprise retains a professional domain broker. The broker contacts the owner using an generic domain profile, outlines standard generic value comparisons, and secures the domain via escrow under a strict NDA, keeping the buyer anonymous.

B Case Study 2: Mitigating Wire Risk in Stealth Acquisitions

[Instructor Solution](#)

GRADING GUIDELINE

Student answers should cover the following points:

- **Scenario Analysis:** During an anonymous domain acquisition, the seller insists that funds must be wired directly to their offshore bank account before they release the EPP auth code.
- **Recommended Strategy & Solution:** Direct bank wires to unverified sellers carry 100% fraud risk. The broker must mandate a licensed escrow account. Funds are held safely, and payment is only released to the seller after the registry validates the ownership transfer.