

# Warn Your Friends How They May Be Getting Much Smaller Refunds than They Deserve!!!

## IRS Won't Tell of Missed Deductions!!

**PLEASE WARN YOUR FRIENDS.** Each year we see quite a few new clients who have been missing big savings on their tax returns making their refunds much, much smaller than they deserve.

The reason for the smaller refunds is often these clients have gone to tax preparers who didn't keep up on the complex tax laws or they have tried to do their tax returns themselves and didn't spend the 14 hours studying that the IRS says it takes to get your tax return right.

With 101+ deductions it is easy to miss just one and really lower your refund. If you answer one question wrong, you cost yourself big money! Each year, we spent 200+ hours researching all the tax laws making sure we know the tax law inside and out to save you money.

The interesting thing is most of these new clients thought their tax return was right because the IRS didn't tell them there was an error. They didn't know the IRS won't tell them of missed deductions.

So please warn your friends that tax returns with 101+ deductions are much more complicated than they seem. Also, tell them how Killingbecks can get them **Larger Refunds at Lower Costs!**

# WIN! WIN! WIN!

## Not-So-Trivial Pursuit

This month's Trivia Contest offers you a chance to win a Bag of Gold (10 Presidential Dollar Coins). Test your knowledge! You could be the winner.

Write down your name and answer, and then email [don@killingbeckinsurance.com](mailto:don@killingbeckinsurance.com) or fax to 452-2995 or mail to PO Box 2946, Kokomo, IN 46904.

*This month's question is **How many men have walked on the moon? Women?** Good luck!*

**Last Month's Winner:** Congratulations! We received 12 right answers last month and the winner of the tie breaker drawing was **Bill Kaufman!** Good Job to all as you named all three!

**Last month's question was:** *Name at least two of three European cities – in Belgium, the Netherlands and Italy – famous for their canals. The Answers were "Italy—Venice, Netherlands—Amsterdam, Belgium—Bruges"*

**Killingbeck Inc.**  
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Dave, Doug, Bill, Amy, Don  
Kokomo's Killingbeck Family

**Killingbeck Insurance & Tax Preparation 765-452-8000 Jan. – Feb. 2012**

## Protect Yourself NEWSLETTER

auto | home | tax preparation | life | business

**Saving You Money — Protecting You Better**

PRSR STD  
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Kokomo, IN  
Permit No. 136

- Two Really Big Announcements and 25 Prizes!
- A Perfect Storm at Our Office!
- And the Winners Are....
- Warn Your Friends. IRS Won't Tell Them!
- New Bonus Refund only \$29 Extra.
- Win, Win! 7 Ways to Win!



What's Inside:

**IT'S A FACT:** 70% of all home fire deaths occur in homes with either no smoke alarm or a defective unit. Checked yours recently?

### Don's Corner — A Perfect Storm at Our Office!



Don Killingbeck  
"Fighting for You"

Wow! Has it ever been a crazy 2 ½ months here at the Killingbecks as we juggle 4 major balls in the air, all at one time. A Perfect Storm!

First, we decided to do a major remodel of the interior of our office. YOU'VE GOT TO SEE IT! What an undertaking. Squeeze everything into 60% of the space you had, then after a section is done, resqueeze into another area of the office. Repeat, reorganize, clean, and FINISH!!!

At the same time, another ball in the air was bringing together a wealth of information for you in our completely new Digital Insurance Office. We put our heart and soul into this project of creating for you the best Digital office possible. IT IS UP AND RUNNING! (See inside.)

Also, we have spent about 250 hours researching, training and getting ready for the income tax season. The tax law is completely out of control. The resource summary we put together of the major tax laws takes up 100 pages! And that is just a summary!

Finally, our normal every day work has increased as we are rewriting from other agents in town (who lost Pekin Insurance), many customers who want to stay with Pekin.

We have survived the Perfect Storm. Ready for Income Tax Season!

## Referral Rewards Lend A Hand - Refer A Friend

### Two Referral Programs, 7 Ways to Win!

You are the very best income tax and insurance clients we could have—thank you for your business and trust!

We wanted to make you aware we have two different referral programs where you can win in 7 different ways.

So if you know of somebody on either income taxes or insurance who'd like to increase their "Bang for their Buck", have them get with us. **Be sure they mention your name.**

**On Insurance Referrals**  
\$10 "Gift of Your Choice"  
\$50 Drawing every 2 months  
\$750 Drawing (Dec. 1st)

**On Tax Referrals**  
\$20 First Referral, \$50 two Referrals, \$100 3 Referrals!  
\$750 Drawing (Apr. 18<sup>th</sup>)

### Many Thanks for Your Referrals!

For complete details and rules on our referral program please see the Referral Rewards Flier in our office.



## Grand Opening Gifts: Visit Our New Office!



Bill Killingbeck

We've got great news for you and you can win one of 25 gifts!

We've opened a brand new office to help you save more money and to serve you better, located less than two minutes from where you are right now...

Our new office is open 24 hours a day -- whenever you need help! Can you guess where it is? It's in your home -- or your office -- or wherever you have a computer.

That's right, we just opened our new Digital Office. You can visit it any time you want to find out about:

- How you can save money on your income taxes and insurance.
- How you can find what you need to know right at your fingertips.
- How we can help you 24 hours a day.

### How you can win prizes:

Please go to [killingbeckinsurance.com](http://killingbeckinsurance.com) and look over all our digital office has to offer. Then, to be entered in the drawing of 25 prizes, go to the 'Contact Us' form and tell us what you think about our new Digital Office. It's that simple.

### You Can Win One of 25 Prizes! (The drawing is Jan. 26<sup>th</sup>.)

- **4 Treasure Chests of Gold Coins!** Each Treasure Chest includes 25 Presidential Gold Coins.
- **21 Bags of Gold Coins!** Each Bag of Gold includes 10 Presidential Gold Coins.

Thank You, The Killingbeck Family,

P.S. We poured our heart into this project and hope you'll agree this will help us give you the best service in the world.

Please [visit our Digital Office](#) and give us your feedback.



Don Killingbeck

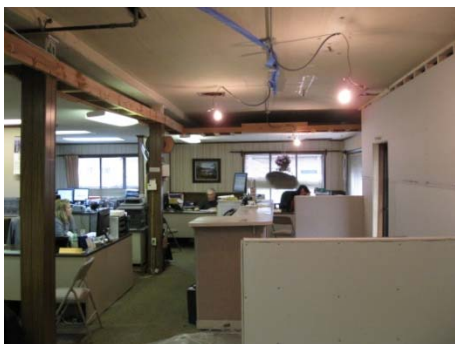
## Come See Our Newly Remodeled Office!



Doug Killingbeck

Wow it seemed like a tornado hit! Everything was everywhere.

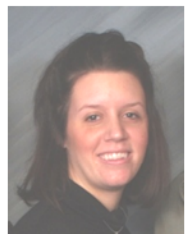
The photo to the right is from early in the remodeling process. It was a lot messier and everyone was squeezed tight.



We had black plastic walls separating parts of the office and dust everywhere. Not to mention the noise was fun.

The remodeling is pretty much done now and it looks like a completely different place. We have all newly painted walls new woodwork, and new ceiling tile that dampens the sound level. The lights are so bright you'd think you'd get a sun tan.

**We invite you to stop by and take a look. Come See!**



Amy Bangs

## Are You Client of the Month?

Even if your name doesn't appear below this month, please accept our heartfelt thanks for your support. We truly appreciate it!

**For outstanding work telling others about our agency, this month we honor: Beverly Trusty as our Client of the Month!** Beverly received the \$50 Reward.

Runner ups in the Just Keep Talking Rewards received a \$10 gift: Brad Davis, Gary Tilley, Dean and Beth Hicks, Patricia Wise, John Bowser. Thanks to all!!! All have been entered in the big High-Definition TV drawing (or \$750).

Thank you all for your continued business!

## New! Fast Bonus Tax Refund Only \$29 Extra! Pay Nothing Up Front!

You can now have your tax preparation fees deducted from your Bonus Fast Refund for only \$29 extra (last year was \$89) We have bypassed the bank's fees to save you more money! Plus you get your refund fast.

## And the Winners ARE:

Now we'd like to announce the winners of both our Income Tax Referral Drawing and our Insurance Referral Drawing.

We want to thank all those who referred friends and family for savings on either their income tax preparation or insurance protection. Thank You!

**First, the winners of the \$750 Income Tax Drawing is Jerry & Shelly Breen**



**And, the winner of the \$750 Insurance Referral Drawing is: Kimberlee Atwell**



## Thanks a Million Referral Program

**Help Your Friends & Family Save Up to 79% on Their Income Tax or Insurance & Reward Yourself.**

**Dear Most Valued Client,**

We're so grateful that so many of our clients recommend us to others that we have created a program to put our heartfelt "Thank You" into rewards for you! *The Killingbeck Family*

### It's as Easy as 1,2,3

1. Tell a friend, an acquaintance, a relative... about us.
2. **Tell them to mention your name when they contact us.**
3. **For each referral you receive:**
  - a "Gift Card" for every referral. See front of newsletter for details on rewards.



- 1 chance to win the Grand Prize High-Def. TV or \$750!



For complete rules and details see rewards flier in our office.

OR **\$750**