



“How to GET BACK MONEY and GET LOWER RATES from basic service providers.”

Mr. Bruce Gear
President
B & T Distributors, Inc.
1700 Findlay Rd.
Lima, OH 45801

Here’s the deal: If basic service providers are overcharging you (and some of them probably are) Audit My Bills can put an end to it. In fact, we may be able to get you a substantial refund. And if we *can’t* get you a refund or lower your bills? Then you won’t owe us a dime.

Dear Bruce,

I’ll get right to the point. One or more of your basic service providers – telecom, gas, electric, water and sewer, waste disposal – may be ripping you off.

It’s not that you’re not doing a good job of staying on top of things. And it’s not that these vendors are *knowingly* “sticking it to you.”

But knowingly or unknowingly – if they’re overcharging you they’re taking money from you they shouldn’t be taking.

And that’s not right!

End result?

Hard earned dollars that ought to be flowing to your bottom line are as worthless to you as the shredded cash that came in this envelope.

Think about it. Another company – often a multi-billion dollar corporation – is padding their profit statement with money THAT RIGHTFULLY BELONGS TO YOU.

Surprised to find that out? You shouldn’t be. Fact is it happens all the time.

The Gartner Group, a respected business research organization, estimates that the average company overpays telecom bills by as much as 10%. Plus, according to the FCC itself, “If you haven’t completed a detailed analysis of your telecom bills in the past year, there’s a 90% chance you are being overcharged - possibly as much as 20%.” And let’s not forget about your utilities, water and sewer and

(please go to the next page)

waste disposal. Various studies show that utility companies – on average – overcharge by 13 – 29%.

Ready to do something about it? Then give me a call at 614-340-2788. Because at Audit My Bills we'll help you FIGHT BACK...and help you TAKE BACK...what should never have been taken from you in the first place. Here's what I mean:

"You've reduced my trash bill by 28%. This is an excellent business model because sometimes you just don't want to or have the time to do the research on something like this. – Larry Clark, CEO – Made From Scratch Catering

Think about it.

Ten percent here. Fifteen percent there. Twenty eight percent like you see above. Month in and month out. Year after year.

Before long you're talking *real* money. For example -

Our audit services have saved more than one company upwards of \$50,000 a year. On another audit not only did we lower the client's bills, we got them a \$13,677.26 REFUND.

All totaled we've saved over \$500,000 for such organizations as American Red Cross, Atlas Butler, Commercial Movers, Mills James Studios, Olentangy Schools, Romanoff Electric and others. And that's just in the last couple of years.

Can Audit My Bills help your organization save money? I'm not sure.

What I *am* sure of is this: Time and time again I've seen service providers taking money that they have NO *RIGHT* TAKING.

And if you'll schedule a meeting with me I'll be able to tell you if it's happening to you.

Give me a call and let's set something up. You can reach me at 614-340-2788 or you can try me on my cell at 614-260-0157.

Thanks for reading my letter. I look forward to meeting you.

Sincerely,



Rick Zwelling
President, Audit My Bills

P.S I'm not a big fan of clichés but in this instance there's one that's very appropriate: When you work with Audit My Bills you have *everything to gain and nothing to lose*. Because if we don't save you money you don't pay us a cent. So give me a call and let's get together soon.



\$\$\$\$\$\$\$\$

“It’s not right. It’s not fair. And odds are it’s costing you money month after month. But don’t expect THEM to do anything about it — without YOU holding their feet to the fire.”

Mr. Bruce Gear
President
B & T Distributors, Inc.
1700 Findlay Rd.
Lima, OH 45801

Dear Bruce,

If the shoe were on the other foot I could understand. But it’s not and that’s why I’m puzzled.

Because to *them* – mostly billion dollar corporations – an extra 3...5...10...20...or \$30,000 is *small change*. But unless I’m mistaken, to you it’s *real money*.

For example...

- ...the manufacturer that got an \$11,770 refund from the electric company...
- ...the contractor that got back \$15,332 in cell phone overcharges...
- ...the long-term care facility that recovered \$5,950 in waste hauling overcharges...
- ...the non-profit that profited from a \$7,293 refund of cell phone overcharges...
- ...the manufacturer who got back \$1,432 in water bill overcharges...
- ...the service organization that got back \$3,844 in overcharges from the local phone company...

...all of these organizations made good use of their “found money.” They also felt a sense of relief, as in...

“WOW! To think I could have kept right on overpaying for who knows *how long*.”

But like I said, I’m puzzled.

I’m puzzled that I haven’t heard back from you in response to the letter I recently sent you.

You remember it don’t you? It was the one with the shredded cash. The one where I said that if Audit My Bills can’t get you a refund or save you money you won’t owe us a dime.

So why haven’t I heard from you?

Look, I have no idea what it is – specifically – that’s causing you to hesitate. All we’re

(please go to the next page)

talking about here is a brief no-obligation, no pressure, informational meeting.

Bruce, the bottom line is this: It's pretty much an accepted fact that most small and mid-size businesses are being overcharged by basic service providers. (Just go to Google and put in "bill auditing" and hit the enter key and you'll see what I mean.)

Now you don't expect these companies to *willingly* issue you refunds and lower your rates do you? Why should they? What motivation do they have? The point is these vendors won't do anything on their own.

If you want refunds...if you want to make sure you get the lowest rates on the market...you'll have to call them out on their errors, mistakes, oversights, omissions and outright *screw-ups*.

In other words, you'll have to hold their feet to the fire.

At Audit My Bills *holding feet to the fire* is what we do best.

Simply put, we have the experience and specialized knowledge, know-how and skill to take on these companies. And we make sure that all of them are treating you fair and square. If they're already doing that then fine. Congratulations. No harm. No foul. No cost.

But if they're NOT...you could be looking at a big refund or substantial savings going forward – or both.

By the way, what would you do with an extra 5...10...or \$15,000? Pay down debt? Launch a new marketing program? Put it towards a technology upgrade? Add new capital equipment? Think about it. The money you need to do any of these things may well be sitting in the corporate treasuries of your basic service providers. And while there's no certainty that you *are* entitled to a refund one thing for certain is this:

If you ARE entitled to a refund you'll have to take ACTION to get it.

On a final note, let me pose a couple of logical, straightforward questions:

1. Doesn't it make sense to make sure you're getting the lowest rates you are legally and ethically entitled to receive?
2. Doesn't it make sense to make sure that ongoing errors, oversights and outright screw-ups haven't already created a refund opportunity for you?

We both know the answer to those questions. Of course it does.

So give me a call on my cell (260-0157) and let's set something up.

Sincerely,



Rick Zwelling
President, Audit My Bills



\$\$\$\$\$\$\$\$

“WARNING: Every day that you do nothing brings you one day closer to your cutoff date. At which point you forfeit all rights to any refunds your company may now be entitled to.”

Mr. Bruce Gear
President
B & T Distributors, Inc.
1700 Findlay Rd.
Lima, OH 45801

Dear Bruce,

In case you've been throwing my letters into the trash here's one more.

But before you “round-file” this, my final letter, let me tell you about Mr. A. Pake Zane. Why? Because it's relevant.

One man's trash. Another man's treasure.

A. Pake Zane lives in Hawaii on the big island of Oahu. One night he was out walking the dog and came across a box of stone artifacts that had been put out with the trash. They looked interesting and he thought maybe they could be worth some money.

So he took the dog home and got in his car and went back and hauled that “trash” off.

Three weeks later he sold it for \$1,000.

Moral of the story? Take a second look before you throw something away. Because sometimes what you *think* is trash can turn out to be quite valuable. For instance, while you've been trashing my letters others have been busy meeting with me. And many of them have signed on for an audit.

Now here's the good part: I guarantee you we'll find money for a large number of these people. Because we always do.

Case in point:

Documented Audit My Bills results show that 87% of the time we find money for our clients.

Results also show that last year our audits produced an *average* savings of 23%. That's not

(please go to the next page)

bad for a service with no risk and no out-of-pocket cost.

Because as you know...if we don't *find you money* then you don't owe us a dime.

Don't let time run out on you.

We find money for our clients in two ways: (1) From the lower rates we negotiate for them and (2) Refunds. For example, we're working with a client right now where we uncovered the fact that two vendors have been overcharging them on sales taxes – for *years*. These STUPID SERVICE PROVIDER MISTAKES cost the client tens of thousands of dollars.

The good news? We're getting them a refund for over \$6,000.

The bad news? Laws dictate that we can only go back four years. So a big chunk of the money they overpaid has been lost forever.

Don't let this happen to you.

Don't let sloppy accounting, fat fingers, bad software, corporate mergers, dysfunctional IT systems, outright incompetence or some other factor continue to cost your company money. Take action now while you still can.

Do what a growing number of Central Ohio organizations including, *Madison County Hospital, Omni Life Health Systems, Hopkins Printing, Mid-States Packaging, Old Trail Printing* and others have already done.

Get the facts about the no-risk, Audit My Bills bill audit today.

Give me a call today and let's schedule a time to meet. You can reach me at 614-985-4816 or on my cell at 260-0157.

Thanks. Let's get together soon.

Sincerely,



Rick Zwelling
President, Audit My Bills

P.S 87% of the time – nearly nine out of every 10 audits – we *find money* for our clients. Even if you're not a gambler you've got to like those odds. Give me a call today. The sooner you do the sooner we can get started *finding money* for your organization.