

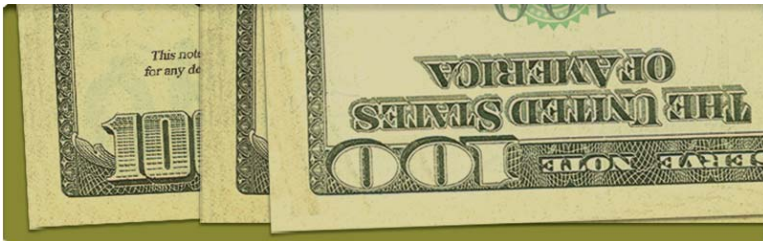


kopsa otte™

306 East Seventh St.  
York, NE 68467 U.S.A.

*We've seen what  
successful  
distributorships are  
doing right now  
and we know  
we can help you.  
Contact us today!*

> Certified Public Accountants & Advisors





Our team at Kopsa Otte sees what successful distributors are doing on a daily basis. With over a combined 50+ years of accounting experience, we have been recognized presenters for years in the salon, spa and distributor industry.

Our experienced team of 25 dedicated accountants and support people working to establish trust and quality of work, while providing value-added services designed to enable our clients to achieve their objectives. By specializing in this niche, Kopsa Otte has a vast resource of knowledge about the industry and they want to share with you the financial and tax strategies necessary to achieve maximum success for your business.

Contact us at [info@kopsaotte.com](mailto:info@kopsaotte.com)  
or [www.kopsaotte.com](http://www.kopsaotte.com)

*"YOUR SUCCESS  
IS OUR GOAL"*



kopsa otte™



*CHECK US OUT . . .*

<b>Compare</b>	<b>Kopsa Otte</b>	<b>Your Accountant</b>
Specialize in Distributorships for over 15 years	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Knows the industry's benchmarks and averages	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Speaks in a language you can understand	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is there to solve your problems	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Works with salons, spas, and cosmetology schools	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Noted expert in the field	<input checked="" type="checkbox"/>	<input type="checkbox"/>
No unexpected bills - <b>ASK US HOW!</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Unlimited access to our knowledge	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>GUARANTEED</b> satisfaction	<input checked="" type="checkbox"/>	<input type="checkbox"/>



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## WHAT WE DO FOR OUR FULL SERVICE ACCOUNTS

- Monthly (or Quarterly) Accounting
  - Clean Up
  - Financial Statements
  - Budget Reports
- Diagnosis of Inventory
- Benchmarks comparing you to industry averages
- Ratio Analysis to industry averages
- Meet on-line and by phone
- All Tax Returns (All States)
- Tax Projections
- IRS Representation
- Budget Preparation
- Dialing for Dollars
- Fixed Price Agreement
- Cost of Going Out of Discount
- **Much more . . .**

## TESTIMONIALS

*With over forty years in the beauty distribution industry, our company has been associated with Kopsa Otte CPA & Advisors since 2000. What we have come to realize, appreciate and value in the firm can best be summarized as:*

- *The hands-on and proactive one-on-one relationship they have established with our Company.*
- *Their quick and thorough response to any and all inquiries from ownership and staff.*
- *Their insight into our industry which has been proven beneficial and valuable.*
- *The strategizing they have incorporated into our Business Plan and programs.*
- *And finally, but most importantly, the fact that they consistently keep us aware of our expenses, and ultimately, our bottom line.*

*While their offices are out of state, their personnel, their interest, and their professionalism have proven to us that the best accounting firms are not necessarily those just minutes away.*

**— Bud Goellner, President, State Beauty Supply of St. Louis**

*Not only has our business grown in the years we've been with Kopsa Otte, but Larry and his amazing team have helped us to grow as business owners. I remember at our first meeting, Larry telling us just to remember him when we were named "Store of the Year" and I can tell you that when we do win that award, Larry and his team will be the first people we thank!*

**— Lindy Lysell, State Beauty Supply 6600  
\*2011 Won Store of the Year\***

*The level of expertise and the in depth knowledge of our business is put into language so that it is easy to see where your business is and how you compare to your industry. They impart the information with a great bedside manner. That is a rare combination in a world that is totally analytical in nature and soberly impartial. Kopsa-Otte takes the time to listen and adapt as my business changes. They always give the impression of caring personal service. Just telling the truth. Appreciate the hell out of you guys, even if it isn't always what I want to hear.*

**— Mike Bleamer, RDA Promart 11600**



## *"BUSINESS ANALYSIS"*

### *What do you want from your business?*

- *Do you want more money in your bank account at the end of the year?*
- *Do you want to be store of the year?*
- *Do you have a succession plan in place?*

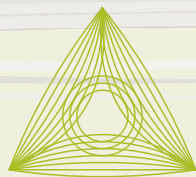
### *What you get . . .*

- Explanation of your Financial Statements
- Benchmarks comparing you to industry averages
- Ratio Analysis to industry averages
- In-Depth review of your chart of accounts
- Gross Profit % and what it is telling you
- Discounts and how they are affecting you
- Comprehensive in-depth review of your tax returns
- Recommendations and a tax plan
- Form of doing business analysis
- A phone conference to discuss our findings
- And much more!

*Call Us  
For More  
Details*



*Tax Deductible  
and Guaranteed*

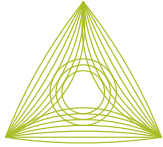


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