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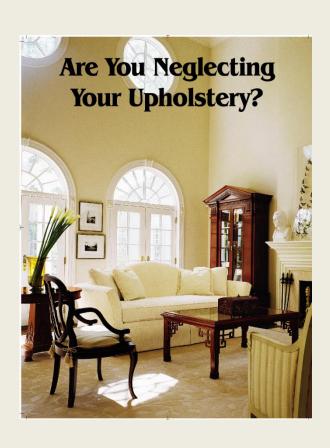
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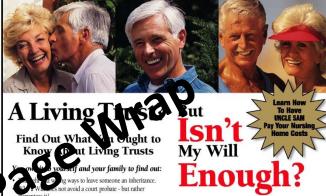
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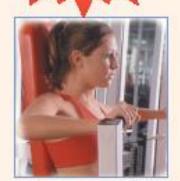
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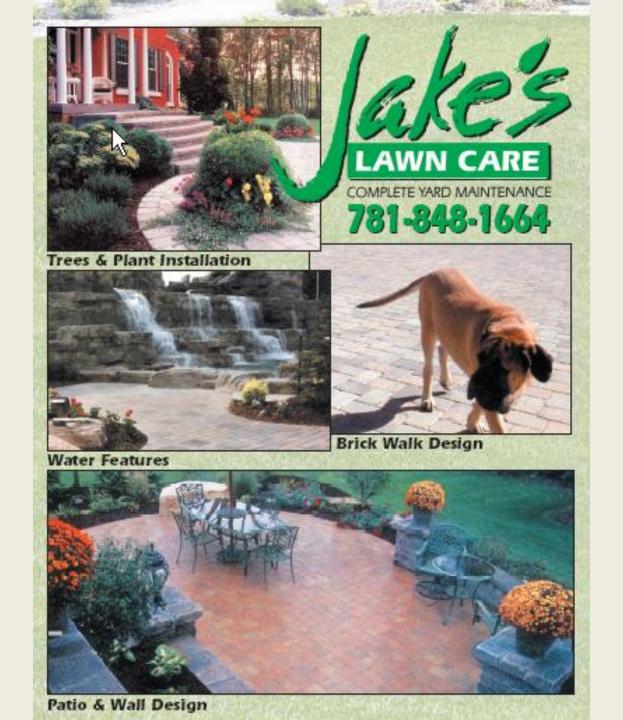


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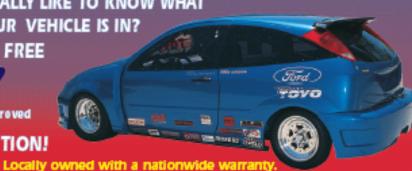
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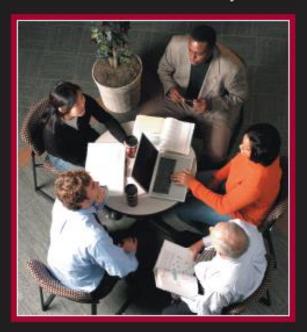


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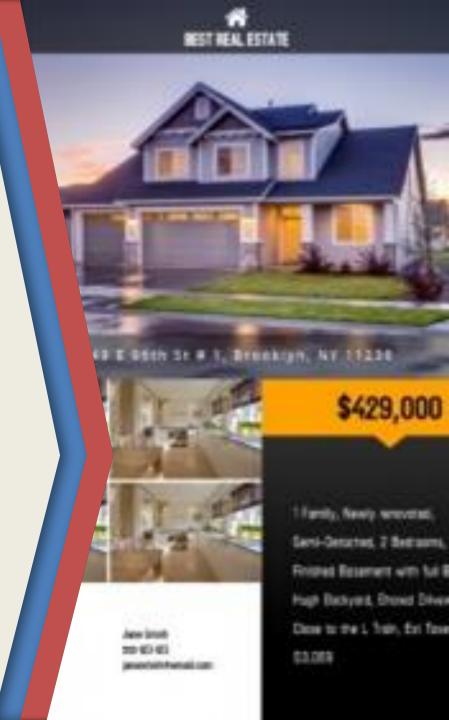
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#### INSIDE THIS ISSUE:

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Taxes & selling	3
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Charles & Rosalie Burt

As we approach the new year, we are beginning to resilize that the growth within the company over the goal few years has been extraord-may. The rumber of successful agents has grown to over 100 between Jopin. Carthage, and Necoho, stowed our two opportunity to purchase a new location in Necoho, stoy and remodel new offices in Carthage, and expend our opportunity and expenditures. As we continue in our growth, en NoA to reach stow goals.

Included in those goals in the meastern. The growth within the company not led to yours of expenence beginning with Charles and Rosalie fluit and extends to dill facults of the seal extent industry. We are excited to share with you news within the real extest industry as well as information and facts about the Charles Butt Feathers team.

Aiso, Clurius Burt Homefolia in Carthage, Missouri is expanding



into a new location at 2042 6. Garnson. The new building is going through extensive remodeling by Mot and Co Construction and a expectage to be completed by Christman. The new building will allow the Carthage office, with over 20 agents, to better serve the rapidly growing Carthage area.

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- Bring in copies of your last three tax returns to H&R Block.
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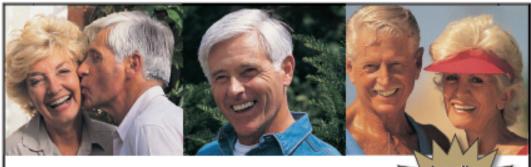


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#### Call 1-800-HRBLOCK or visit hrblock.com for an office near you.

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But

### A Living Trust?

#### Find Out What You Ought to Know About Living Trusts

You owe it to yourself and your family to find out:

- The right and wrong ways to leave some one an inheritance.
- Why a Will does not avoid a court probate but rather guarantees it!
- How a court may appoint the person to handle your estate-as
- Whether a Living Trust is right for you.
- How your heirs could be forced to lose up to 50% of their inheritance - just to pay estate taxes to the IRS.
- How another 6% may be consumed by probate and administration fees.
- How to protect your assets from nursing home costs.
- How to avoid these problems with proper planning.

S. Martin Gordon, Attorney at Law, has been in practice in New York for 32 years and is a member of the National Academy of Elder Law Attorneys, Mr. Gordon's practice is dedicated exclusively to estate planning – his seminars get rave reviews?



Every Attendee will be entitled to a FREE Consultation (worth \$250) and 10% off a Living Trust!

- To maximize the benefits of the seminar, couples are encouraged to attend together -

For Reservations Call: 1-800-759-1428

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Seating is limited, so call our 24-hour Seminar Reservation Line

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#### Williamsburg Golden Corral

218 Bypass Road Williamsburg, VA 23185 Wednesday, March 3, 2004 9:00 - 10:00 a.m.

#### Woman's Club of Newport News

461 J Clyde Morris Blvd. Newport News, VA 23601 Wednesday, March 3, 2004 7:00 - 8:00 p.m.

#### Hampton Golden Corral

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#### Joseph T. Buxton, III, P.C. TrustBuilders ™ ElderLaw Center

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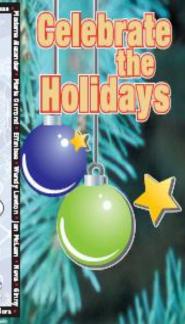
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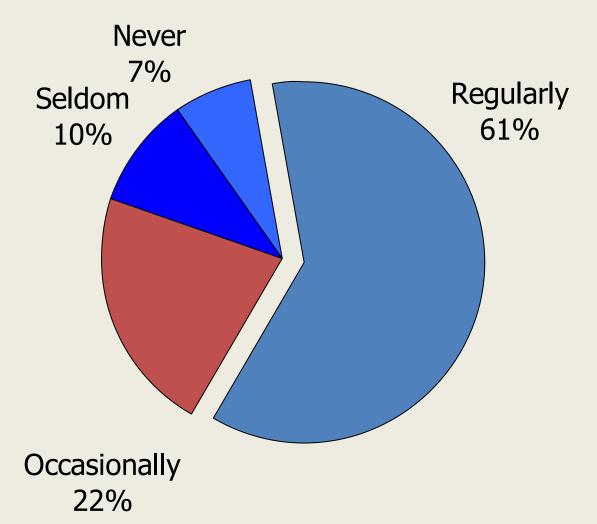


# How Consumers Use Paper Advertising:

**Preprints** 



## 83% of Adults Regularly or Occasionally use Paper Preprints



70%
of adults
used in past
30 days

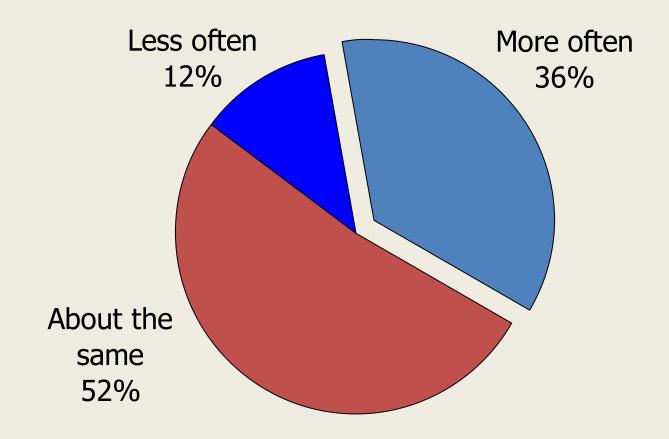
49% used in past week

**Base: Total Adults** 



## Many More Are Increasing than Decreasing their Advertising Insert Usage

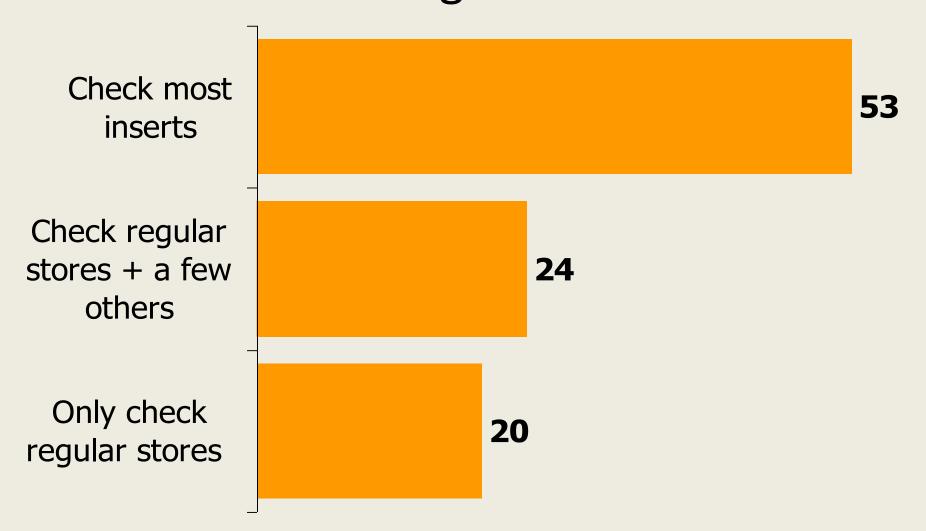
#### **Use of Advertising Inserts Compared to a Few Years Ago:**





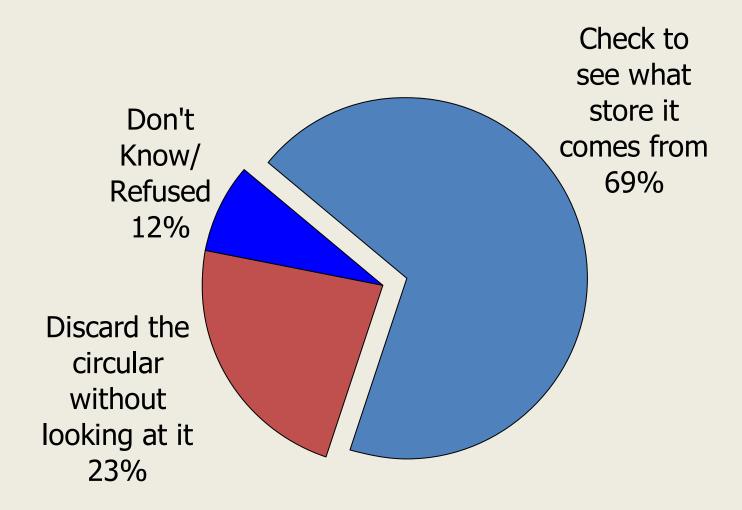
Base: Ever read or look at advertising inserts in papers

## Most Readers Check Preprints Beyond Their "Regular" Stores





## Most Will Check Weekday Ad Inserts





## Why Use Paper Preprints?

Occasions for regular use

Benefits for users

Core Benefit



#### **Occasions**

- Check for sales 76%
- Sunday routine 65%
- Browse for fun 63%
- Plan regular shopping 46%

# Utility Model for Paper Advertising

Base: Ever Use Paper Preprints

"In the Market"

70%

#### Benefits

- Easy comparison shopping 71%
- Predictable 65%
- Realistic 50%
- Portable 29%

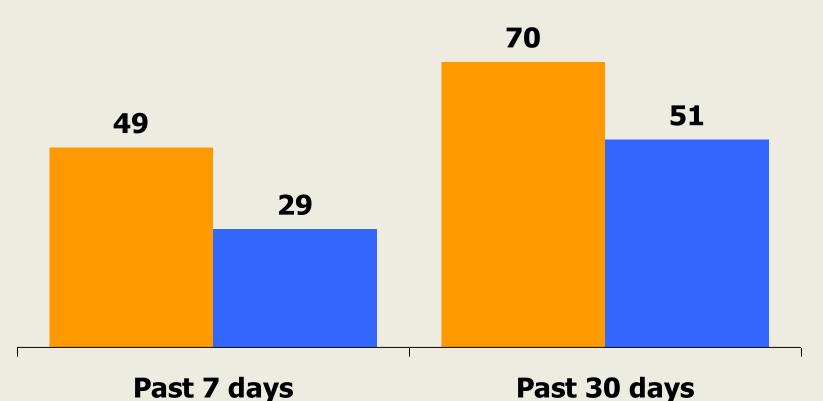
Core Benefit

Save Time & Money 65%



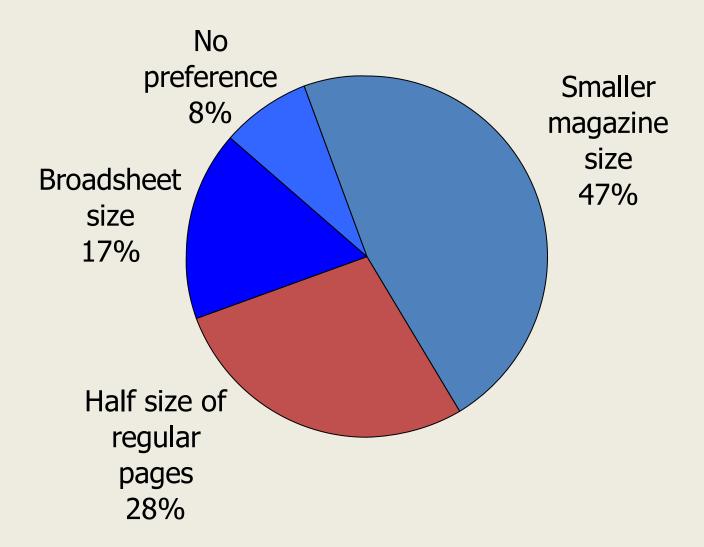
#### More Use Preprints from Papers than from Direct Mail:





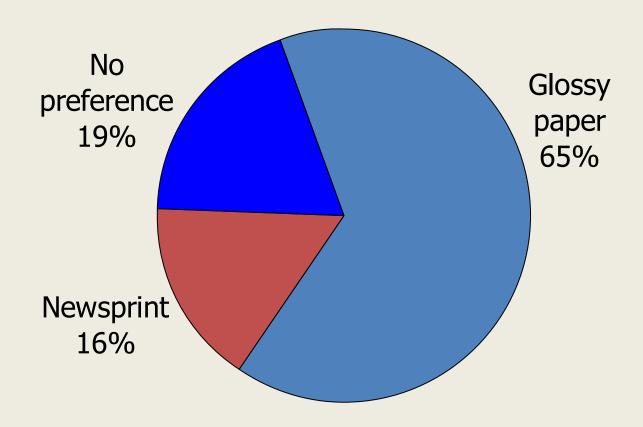
**Base: Total Adults** 

## Insert Size Preference: Smaller



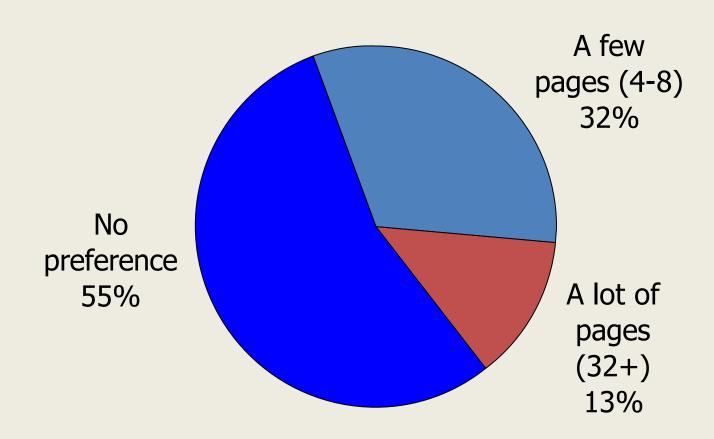


## Paper Type Preference: Glossy



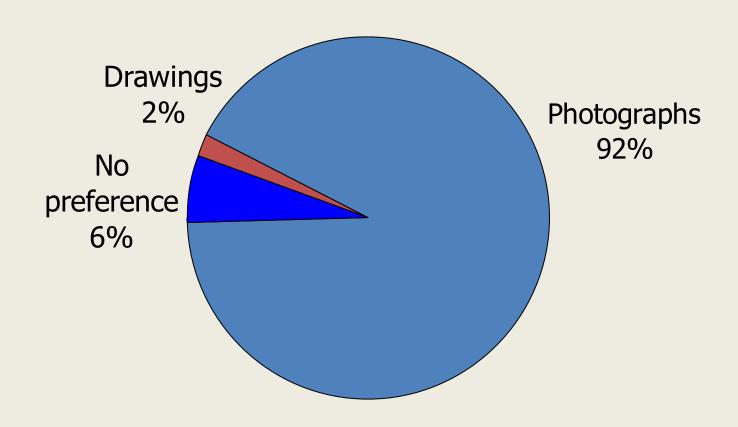


## Number of Pages: No Preference



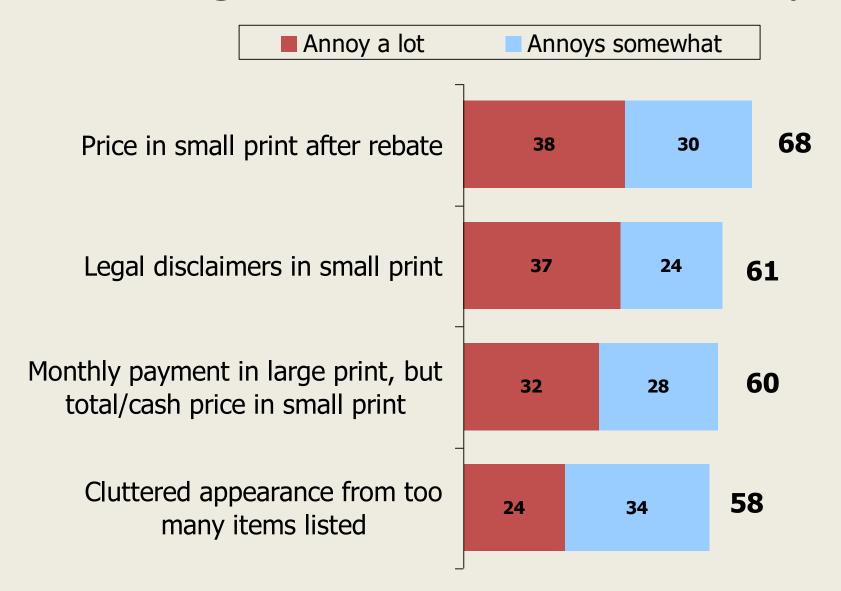


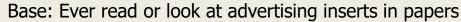
## Photographs vs. Drawings: Photos!





## Design Elements That Annoy







## Features/Benefits Summary

Feature: Full Color

– Benefit: 62% Higher Readership

Feature: 2 Week Turnaround

– Benefit: React quickly

Feature: Glossy Paper

- Benefit: Enhance Image

Feature: Flexible Quantity

Benefit: Target specific areas with more impact and no waste







A Local Insert Program is printed in full color and can be delivered with your paper.

- These single page and four page full color inserts are perfect for a local advertiser's sale flyer or community event brochure to promote a local festival, fair or event. They are produced on glossy paper.
- Local merchants order these inserts to be printed and delivered with your paper.

This is a great way to add profit and revenue to your Publications







#### **Promote Local Events**

This is an awesome way to promote local events including fairs, sidewalk sales, local festivals and major concerts or sporting events.

The full color flyer is printed on top quality paper and will be the premier piece for your local event.







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