

# Who's In Your Pocket?

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An all out assumptive title, maybe not. We have been reviewing business records and billings for almost twenty years; we have done so for every type of business and industry you can think of. We have even serviced municipalities and school districts including colleges and universities and never have we found one of them immune to the epidemic of costly overcharges.

Many of our clients originally thought they were wasting their time until our reviews uncovered thousands of dollars and in some cases tens of thousands of dollars that belonged to them. It is amazing how money has made believers from doubters. If you are a doubter, there is about a ten percent chance our service will not financially benefit your business, however there is a hundred percent chance you'll benefit. If you happen to be one of the few that do not benefit financially you will benefit by knowing you have not been overcharged, or at least not enough to matter, and this always brings a peace of mind.

It has been estimated that the average industry overcharge is between eight and fifteen percent. We are looking at between three hundred and twenty billion to nine hundred billion dollars a year in systematic overcharges. These service industry giants and government groups always refund your money; all you have to do is find the overcharge and ask for it to be refunded. You'll then get your money and oops, we're not sorry.

Are you wondering what the incentive to systematically overcharge you is? Well then consider this; less than five percent of the businesses and people that are overcharged will never know or ask for their money back. That leaves hundreds of billions of dollars a year to be kept by those erroneously billing you. I guess cheating does pay and it looks as though it pays well.

Government statistics state that there is an eighty plus percent chance you are being overcharged on your everyday billings, experience says that the likelihood is over ninety percent. Either way, there is a great opportunity for you to recover lost revenue through effective audit and review services.

The reality is this; if over eighty to ninety percent of the businesses that exist today are being overcharged, what is the probability that you are not being overcharged? Not very good, is the answer. Find the right auditing company with the right experience is the right place to start.

In over 22 years of consulting, I never met a business owner that couldn't use an extra ten or twenty thousand dollars for their business, even if it was used for a family vacation or to send their child off to college.

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**About the Author, Darren B. Oliver:** Mr. Oliver has appeared on *Bloomberg TV* and *Business Briefs*. His businesses and articles have been written up in *The Wall Street Journal*, *USA Today*, *Success*, *Entrepreneur*, *Money* and other national publications. In 2002, Mr. Oliver received the honor of being named *Colorado Business Man of the Year*. Thousands of clients have benefited from this information, get his new book "**Who's In Your Pocket**", available online now at <http://whosinyourpocket.net> and in book stores everywhere.

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