



FINANCIAL

1340 S Pioneer Way  
PO Box 1398  
Moses Lake, WA 98837

tel (509) 765-9259  
fax (509) 766-2143  
(800) 689-9259

paul.koethke@  
countryfinancial.com

**Paul Koethke**, LUTCF  
*Financial Representative*

Sept 25, 2012

Hagadone Directories  
The Black Book  
310 S Cedar St  
Moses Lake, WA 98837

RE: Advertising with "The Black Book".

Thank you for help bringing new people to us. We stand out with a great ad design and great listing to match all our production offerings. We had two of our largest new clients last year come from the ad in "The Black Book".

We have cut our ads in other books, but "The Black Book" keeps us out in front with our customers.

I would recommend "The Black Book" for all your advertising needs.

A handwritten signature in black ink, appearing to read "Shawn Koethke".

Shawn Koethke  
Production Assistant  
COUNTRY© Insurance  
Enclosure