



THE INDIANA INVESTIGATOR™

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From the President

I don't know if any of you believe in the Groundhog Day legend, but up here in northern Indiana he did NOT see his shadow - so I am hoping that in the very near future we will be seeing signs of spring - and no more snow!!! The weather certainly played havoc with the attendance at our January meeting. Some who had planned to attend had to cancel - while others who did make it had to spend the night.

For those who attended, I am certain that you found our program most interesting and informative. The presentation by Tim Wilcox and Daniel Smith, International Investigator's Inc. certainly enlightened all of us of our ever-growing challenges in the technology field.

Looking forward, we have some really great things in the works for INSPI. I am excited and I hope you will be as well.

First of all, we are now able to offer to our members and suppliers the ability to purchase advertisements in our newsletter and on our website. The prices are affordable and competitive. An added bonus is that current members receive 50% off the published price and our current suppliers receive a 25% discount. An excellent tool to share information about your business! Did you know that we are now signed up with PayPal??? This is a major plus for us as members and suppliers as we can sign up or purchase ads and pay right on line!!!

The website is being updated and changed daily. An updated member's page is in the works and will be published in the near future. Be sure to go online and check out the Associations One link. We all know the Internet is our window to the world and we want to be able to put INSPI on the map in a professional manner for all to see.

Something new for this year will be **Member Certificates**. They will be sent to all members and to new members when they join. The certificates will be prepared in-house and can be proudly displayed in your office and the membership card can be used as an identification tool.

Recently, Larry, Val and I met with a representative from an insurance provider who insures similar associations and gathered information regarding programs and benefits that are currently available for our industry. We are continually looking for ways to cut our costs and still provide the coverage that each of us need. More will be coming in this area at a later date.

I have been so pleased with the brainstorming that is continuing amongst our board and membership. Keep it flowing as I value your input and thoughts as we move forward. A big thanks goes to Larry, Val and the Julian Vail crew as they have been fantastic in keeping things moving and being responsive to our needs.

Don't forget to mark your calendars for our next meeting - March 24th at the Marriott on 21st Street in Indianapolis. See the signup sheet in this newsletter. We are planning an outstanding program on Unlicensed Activity. The programs are very good - but the networking with other members is priceless. Invite someone to come along as a guest - they just might be our next new member!!!

Let's work together to keep the momentum going - it takes all of us working together to make things happen.

It's great to be your President!!!

Ken Shelton



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Senate Bill 411 - Firearm Protections Bill

What was labeled as a “Victorious Day” by the NRA in the Indiana Senate, February 8, 2011, when the Senate passed third reading on SB 411 which now goes to the Indiana House of Representatives for consideration.

Senator Nugent’s [Senate Bill 411](#) would clarify and strengthen last year’s Parking Lot firearm protections bill by putting an end to abusive corporate firearm policies that currently place onerous restrictions on Hoosier employees who lawfully store firearms in their personal vehicles. The following is the digest version of SB 411 which may impact Professional Investigators in Indiana.

DIGEST OF SB411 (Updated February 8, 2011 2:36 pm - DI 84)

Disclosure of firearm or ammunition information. Provides that a civil action may be brought against a public or private employer that has: (1) required an applicant for employment or an employee to disclose information under certain circumstances about whether the applicant or employee owns, possesses, uses, or transports a firearm or ammunition; or (2) conditioned employment, or any rights, benefits, privileges, or opportunities offered by the employment, upon an agreement that the applicant for employment or the employee forgo the otherwise lawful ownership, possession, storage, transportation, or use of a firearm or ammunition. Provides that a governmental entity may not restrict the possession of a firearm at a person’s residence during a declared emergency.

To review SB 411 utilize the following link:

<http://www.in.gov/apps/lisa/session/billwatch/billinfo?year=2011&session=1&request=getBill&doctype=SB&docno=0411>



Need to Renew your Membership?
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Indiana Society of Professional Investigators

Membership Meeting

Indiana Society of Professional Investigators

Marriott Indianapolis East

7202 E. 21st Street, Indianapolis, IN 46219 (near I-70 and I-465)

Thursday, March 24, 2011

Topic: Unlicensed Activity

Time: 5:15 pm Social Time - Cash bar
6:00 pm Dinner and Meeting

Plan now to attend this event! If you know someone that would benefit from this meeting or think it might be of interest to a colleague, please invite them. INSPI meetings are open to everyone.

Please RSVP by March 17, 2011 to the INspi Office. Toll Free: 855-40-INSPI



INSPI MEMBERSHIP MEETING

Thursday, March 24, 2011

Dinner & Meeting - \$29.00

Payment is enclosed

PayPal

(please visit www.indianainvestigators.com to complete your credit card payment. You can find our secure link at the bottom of the homepage.)

Name: _____

Company: _____

Address _____ City: _____ Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Total amount: _____ Check # _____

Please make checks payable to INspi and mail with completed form to:
Indiana Society of Professional Investigators, Inc.,
235 N. Pine Street, Lansing, MI 48933
1-855-40-INSPI Val@julianvail.com

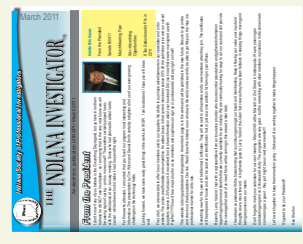
Members!
Take 50% off listed prices
Suppliers save 25%!
Limited offer!

Investigate

ADVERTISING OPPORTUNITIES

Newsletter Advertisement

The Indiana Investigator, is an electronic letter sent to members and a limited circulation of third parties, quarterly.



Full Page	1 edition	\$150
	2 editions	\$275
	3 editions	\$450
	4 editions	\$525
1/2 Page	1 edition	\$100
	2 editions	\$175
	3 editions	\$250
	4 editions	\$300
1/4 Page	1 edition	\$75
	2 editions	\$125
	3 editions	\$185
	4 editions	\$260

Website Advertisement

may be limited to which page is available

Large Banner or Graphic

<u>Home Page</u>	
3 months	\$260
6 months	\$480
9 months	\$650
1 year	\$850

Small Banner or Graphic

<u>Home Page</u>	
3 months	\$115
6 months	\$200
9 months	\$275
1 year	\$400

Membership Meeting Sponsor

\$150.00
 Sponsors receive a table at the meeting for products/materials and an opportunity to introduce your company and products to the meeting attendees

235 N. Pine Street
 Lansing, MI 48933
 855-404-6774
 517.372.1501 Fax
<http://www.indianainvestigators.com>



Related Services & Vendors Website Listing
 (New website coming 2011)

<http://www.indianainvestigators.com/resources.php>
 This page is a listing of INspi members who are Services & Industry members. This list is provided as a public service and not as a particular endorsement of any of the individuals or agencies listed.

12 month listing for \$100.00

Member Email List Serve Advertisement

A small text ad with a link to your website that is part of the footer of all messages sent to members by the INSPI management company, board members and on all member to member questions. The List Serve is very popular and would reach our members frequently.

3 months	\$300
6 months	\$550
9 months	\$750
1 year	\$1000

Contact the INSPI office to place your ad, at: 855-404-6774 or val@julianvail.com

Please note: the INSPI Board of Directors reserves the right to approve or disapprove all advertisements.



9 Tax Deductions for Private Investigators in 2011

Editor's note: PInow.com Weekly News Round-up writers are not tax advisors and you should not make financial decisions based on the advice in this article. We are simply offering you ideas to consider during your tax preparation. Please consult with your own tax advisor or attorney before taking any action regarding how you treat expenses in your tax filings.

It's time to start developing a strategy to save you as much money as possible during the 2011 tax season. During this time, it's important to figure out how your business-related expenses can be turned to your advantage when dealing with the IRS. We have included some tried-and-true tax deductions for private investigators as well as some updated or brand-new IRS tax provisions that may help your bottom line.

1. Start-up costs for new small businesses

If you started a new private investigator business in 2010, you might benefit from a tax deduction for start-up costs. The IRS says, "Section 2031 allows up to \$10,000 as a deduction for start-up expenditures and provides for a dollar-for-dollar reduction of the \$10,000 deduction if start-up expenditures exceed \$60,000."

To read more about this deduction and others that appear on the Small Business Jobs Act of 2010, visit <http://www.irs.gov/businesses/small/article/0,,id=230307,00.html>.

2. Mileage for business use of cars

The Internal Revenue Service (IRS) said that people using vehicles for business purposes could deduct 50 cents per mile driven in 2010. That amount will increase a penny to 51 cents per mile in 2011. If you plan on claiming your car as a business expense, you need to first decide whether you will use the car solely for business because that will determine how much you can deduct. The IRS has two ways to decide how much you can deduct, the standard mileage rate method and the actual expense method, so you should visit the IRS website to determine which you are eligible for and which will save you the most money.

3. Buying "non-traditional" vehicles

The IRS is issuing tax breaks to those who purchase environmentally friendly vehicles. If you buy or lease a hybrid gas-electric or alternative-fuel vehicle before Dec. 31, 2010, you can receive an income tax credit. According to the Department of Energy, the amount of this tax credit is dependent on fuel economy, vehicle weight, and whether the tax credit has been phased out because the manufacturer has sold its quota of 60,000 vehicles.

You can also potentially get a tax credit if you buy or lease a plug-in electric vehicle. Depending on the vehicle's battery capacity, the credit can range from \$2,500 to \$7,500. To learn more about specific requirements and qualifications, visit the IRS website.

4. Equipping your business

Section 179, which allows you to write off newly purchased equipment, has doubled to \$500,000 because of the Small Business Jobs Act of 2010. Keep in mind that qualifying Section 179 property must be purchased and put into use by Dec. 31, 2010. Small-business owners can write off property including:

- Office furniture and equipment, including scanners, fax machines, printers and copiers
- Computers and off-the-shelf computer software
- Other equipment and machines purchased for business use



5. Carrying back 2010 general business credits

Eligible small businesses can carry back general business credits five years, as opposed to previously only being allowed to carry credits back one year. This carryback would provide tax refunds to businesses that were profitable but are now dealing with losses. According to the IRS, “the carryback is for credits determined in the first taxable year beginning after December 31, 2009.”

In order for your business to qualify for the carryback, the IRS specifies that it must be:

1. A corporation whose stock is not publicly traded, a partnership, or a sole proprietorship, and;
2. The taxpayer must have \$50 million or less in average annual gross receipts over the three preceding tax years.

6. Deducting your marketing dollars

Spending money on marketing your business (even during a down economy) is key to achieving growth. These expenditures can also be written off during tax season. Marketing expenses that you can deduct include:

- Billboards, posters, fliers and brochures
- Money spent on promotional activities such as contests, special events to attract business or sponsorship of local events
- TV and radio advertisements
- Business cards
- Money spent creating and maintaining your business website
- Sponsorship of a sports team
- Advertising to fill a vacant position within your company
- Online directory listings
- Phone book listings

7. Association membership

Not only is joining your state or national association a smart business decision because of the networking and educational opportunities, but the membership fees are also deductible. Make sure you document how membership in the association is related to your profession, and keep any receipts as proof that you paid your dues. If you subscribe to trade publications or publications from your association, those costs can also be written off.

8. Business-related education

As in most careers, process servers and investigators can benefit from engaging in continuing education. Education helps process servers and investigators to excel in their jobs using newer technology, more effective techniques and knowledge of the latest legislation. Money you spend on classes, seminars, conventions, videos or CDs is tax deductible as long as these expenses are directly related to your profession and meant to improve your on-the-job skills and knowledge.

9. “Ordinary and necessary” business expenses

The following business expenses are classified as “ordinary and necessary,” which makes them deductible: bank service charges, business-related magazines and books, casual labor and tips, coffee and beverage services, commissions, credit bureau fees, office supplies, parking and meters, postage, and promotion and publicity.



**9 Tax Deductions for
Private Investigators in 2011**
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Conclusion:

The lesson to take away from the preceding list of deductions is that while it's sometimes painful to open your wallet and spend money on your business, you can get some of that money back come tax time. All it takes is careful documentation of your expenditures, organization of your receipts and invoices, and possibly consultation with your trusted tax advisor or accountant. Good luck to you and your business in 2011 and feel free to send your favorite tax tips our way.

This article was written by the staff of PInow.com, which is a nationwide trusted network of private investigators.

Visit www.PInow.com to learn more. <http://www.associationsone.net/>



NEW at

www.indianainvestigators.com

http://www.indianainvestigators.com/resources_2011.php

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useful web resources!*



May 12-14, 2011

associations 

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Indiana Society of Professional Investigators
235 N Pine Street
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IN_{SPI} Membership Benefits

- The IN_{SPI} publication; The Indiana Investigator
- The opportunity to take leadership role on the Board of Directors
- Join one of our committees including Legislative and Membership
- Attend events hosted by IN_{SPI} and attend other industry events with fellow IN_{SPI} members
- Listing on our website www.indianainvestigators.com for business referrals
- Access to fellow professionals with the IN_{SPI} Listserve

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