

PROSPECTOR'S BREAKFAST CLUB

November 7, 2013

www.prospectorsclub.com

WHERE ARE WE MEETING AT?

Deer Creek Country Club,
located at 7030 West 133rd
St., OPKS 66209

Meet and Network at 7 AM

Breakfast at 7:25 AM with
Announcements and Program
to follow.

WHAT CAN A GAME OF SOCCER TEACH ONE ABOUT THE ROAD TO SUCCESS IN YOUR BUSINESS?

It is nice to see each of us transition in our careers. Some of change one or twice; others change positions like we change our bloomers. That remind

career playing his love, soccer at Rockhurst College on a soccer scholarship. Even though an injury ended his serious playing of the game at 45, he still loves it with a passion.



Keith began his quest for success selling telephone systems before deregulation of the telecommunications industry. This was also the pre-cell phone era. He progressed to selling long distance in the early 1980's, when he joined the Prospectors. He got lots of business from this group back then, and continued his growth in telecommunications for nearly 19 years with various companies. He is a self-professed corporate refugee, never being with one company for more than 18 months. But that is what the industry was like back then.

In the late 1990's, Keith followed another passion – that of flying. He got his license and worked for an aviation transportation company until a thing called 9/11 happened, that literally ended that industry for a while. (See Page 2.)

you of anyone in THIS group? Well it should.

Seems that can be a great thing as you build your career, and no one knows that more than our own **Keith Steiniger of Proforma IDology Marketing Group** (check out what this means later on).

What Keith expounded on that we already knew was how competitive Keith is. It started in his young years growing up with his family, and later as he pursued his sports

“If you don't design your own life plan, chances are you'll fall into someone else's plan. And guess what they have planned for you? Not much.”

-Jim Rohm

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THE GAME OF SOCCER A ROAD TO SUCCESS Cont'd from Page 1

As Keith is prone to do, he reached another plateau in the early 2000's, starting with the Proforma franchise that shows businesses how to better market their companies and how to brand themselves. He began showing others how to represent their businesses better to the public. You use his products and services to show customer appreciation, and to market your business in different and unique ways to your clients.

Proforma has lots of ways they can help you address your marketing and printing needs. But what Keith has learned is how to delegate his authority to other responsible individuals in order to take a leadership role and allow those below him to manage and spread their expertise among the entire company, thus freeing him up to pursue other challenges for growth. Keith has tried hard to set up his business so we can rely on his other associates to pull their weight in helping us with what we need done. Keith still keeps a finger on what goes on, but

knows it will done and done right. And he recently realized he needed to brand his own franchise, renaming it *Proforma IDology Marketing Group* to differentiate him from other Proforma franchisees.

Keith has come to promise his clients what they need when they want it – no questions asked.

With nearly 30 years of serving his fellow Prospectors, no matter what he is doing, you know it will be a success and his clients will be taken care of to the best of his ability.

Thanks Keith, for your many aptitudes we still use today, and your love and service you have so gratefully given to the Club.

WHO'S SPEAKING NEXT?

Nov. 7 at Deer Creek CC –Chris Pickering of The Pickering Law Firm will direct a discussion on The Art & Science of Networking.

Nov. 14th at Deer Creek CC – Bert Oettmeier of Bert Oettmeier, DDS

Nov. 21st at Village Flower Co. – Das Hardin of Village Flower Co.

Nov. 28th – NO MEETING – THANKSGIVING

Dec. 5th – at Deer Creek CC - Alan Goodheart – Goodheart's Jewelry Co.



TRIVIA QUESTION:-

WHERE IS THE WORLD'S
OLDEST GOLF COURSE
LOCATED AT?

THIS WEEK'S PROSPECTOR NETWORKING LINK

Thought we would try something new and fresh, a bit of a challenge to engage each of us to become better networkers. Spread your wings, take a new outlook on giving and maybe getting something back in return. This will change each week.



This week's Prospector Networking Link is Janet Stone of RE/MAX First

Realtors. What can you do to help Janet get to know you better? Who can you recommend to her? Or maybe you need to find out what you both have in common, i.e. schools, hobbies, sports, food, families. On some level, there is a connection. And maybe Janet might have or know of someone or something that may benefit YOU.

Please... at least make the effort. Here's Janet's info: - phone is 913-481-4663, cell – 913-481-4663, and email is – janetstone@remax.net

Take 5 minutes, give her a call or send her an email, and let's see what happens.

Last week was Halloween, and you never know who is going to show up at our meetings. Just another reason not to miss out on attending each and every week. Thanks to those brave souls who had the courage to express themselves in a fun and entertaining way:

Chief (Fan) Mike Mellott, Madam Alana Heriford, and the Top Gun himself, Chase "Maverick" Ashurst.



PROSPECTOR'S

BREAKFAST CLUB



Each year we take time to pause and remember all those who have come before us, and all those that today continue to protect our freedoms as Americans, at home and abroad. Thanks to our Veterans and soldiers everywhere.

*REMEMBER OUR WARRIORS
ON
NOVEMBER 11th*



Last Week's Trivia Answer:-

The answer to last week's trivia question – THE NUMBER OF EGGS THAT COOL HAND LUKE BET HE COULD EAT IN AN HOUR WAS 50 EGGS!

Your newsletter continues to morph into something new. If you have any ideas that you would like to suggest, please feel free to do so. Contact Alan Goodheart, The Editor.....

PROSPECTOR'S

Thank You's List

| | |
|---|---|
| Adams, Linda Cunningham | O'Bryan, Williamson, Bell, Heriford, Pickering, Spencer, Beckner, Shelton, Felton, Steiniger, |
| Airey, Doug | Darby |
| Ashurst, Amy & Chase | |
| Beckner, Pat | |
| Bell, Jim | |
| Boehringer, Kevin | |
| Bovard, Zach | |
| Cunningham, Rick | |
| Darby, Mike | Airey, Douglas, Eidson, Felton, Heriford, Holk, Phar, Spencer, Steiniger, Sirna, York |
| Dayal, Vivek | Sirna, O'Bryan, Beckner |
| Douglas, Kyle | |
| Eckinger, Bill | |
| Eidson, Ken | |
| Emerson, Bill | |
| Felton, Dr. Sean | |
| Foster, Rod | Goodheart, Ashurst, Giordano, Bell |
| Giordano, Phil | Foster, Mellott, Beckner |
| Goodheart, Alan | Foster, Giordano, Knapp, Sirna, Wilkinson, Steiniger |
| Goodheart, Bruce | |
| Hardin, Das | |
| Hawkins, Darryl | York, Pickering, Rapp |
| Heriford, Alan Sirna, Wolverton, Foster, Kessinger | Ashurst, Page, Hutchison, Shelton, Bell, Steiniger, Douglas, Adams, Phar, Darby, Spencer, |
| Holk, Dan | Darby |
| Holland, Ed | |
| Hutchison, Ed | Steiniger, Darby |
| Kessinger, Sandy | Giordano, Darby, Sirna, Pickering, Heriford |
| Knapp, Bruce | Steiniger, Hutchison, Williamson, Goodheart |
| Mellott, Mike | Giordano, Spencer Williamson, Sirna, Turner |
| Morgan, Jeff | |
| Mortko, Sheri | |
| O'Bryan, Cliff | Adams, York, Dayal |
| Oettmeier, Dr. Bert | |

Page, Brad

Phar, Matt

Steiniger, Darby, Wolverton, Bell, Pickering, Bovard, Heriford, Turner, York, Williamson

Pickering, Chris

Steiniger, Spencer, Williamson, Bell, Hawkins, Douglas, Hawkins, Beckner

Rapp, Bryan

Stone, Goodheart, Hawkins, Trondson, Mellott

Shelton, Jeniffer

Wolverton, Felton, Sirna, Wilkinson, Darby, Williamson, Ashurst, Mellott, Steiniger

**Sirna, Richard
Giordano**

Dayal, Stone, Beckner, Shelton, Felton, Foster, Bell, Kessinger, Goodheart, Heriford,

Spencer, Neil

Adams, Foster, Giordano, Darby, Heriford, Mellott, Sirna, Hawkins, Pickering

**Steiniger, Keith
Williamson, Giordano, Foster**

Wolverton, Darby, Pickering, Shelton, Hutchison, Heriford, Wilkinson, Phar, Adams, Bovard,

Stone, Janet

Beckner, Wilkinson X 2, Foster, Sirna, Mellott, Ashurst, Darby

Terstriep, Janine

Trondson, Chad

Turner, Kevin

Webb, Tyler

Wilkinson, Ann

Williamson, Stone, Steiniger, Eidson, Shelton, Rapp, Morgan, Giordano, Foster, Spencer

Williamson, Beverly

O'Bryan, Steiniger, Mellott, Pickering, Adams, York, Shelton

**Wolverton, Rick
Giordano**

Steiniger, Darby, Heriford, Rapp, Mellott, Mortko X 2, Terstriep, Spencer, Ashurst, Foster,

York, Kevin

GUESTS