

**UPCOMING SPEAKERS SCHEDULE**

*April 11th – Kevin Turner of Kevin Turner Painting and another TBD will brush their way into your hearts – at the Double Tree Hotel.*

*April 18th – Keith Steiniger of Proforma Marketing will host us AT HIS LOCATION. Another great off-site meeting. Don't miss it!*

*April 25th – Zach Bovard of Tight Solutions will discuss his top down approach to solving company's*

***Having A Good ASS Helps...  
(Acronym – ASS = Accounting Support System)***

*Editors Note: That was HIS Acronym, not mine!*

*When you've heard the expression that a business takes on a life of its own, you never stop to realize that our businesses exist just life the life of a human being. You start from nearly nothing, growing and nurturing it until you succeed, and near its end, you liquidate it and close, essentially bringing it to an end. A birth to a death, must as in real life.*

*That's how Mike Mellott of MEM Accounting and Tax Service represented what he does and how it relates to how you live your life.*

*A business forms from an idea, and develops procedures of operation. They make a profit and pay their fare share of taxes (hopefully avoiding SOME), distribute its profits among the owners, and when all is said and done, you liquidate it and it comes to a conclusion. Life... And death.*

*Mike says that keeping your entries straight in your accounting books is much like writing a journal when you were younger – taking and keeping a history of your daily transactions. Mike discussed 4 Basic Financial Statements each of you should know – Balance Sheet (stmt of financial condition; Income statement – showing your actual profits and losses; Statement of Cash*

*Flows – your sources and uses of cash; and 4th – Statement of Equity – that which you still owe monies to different institutions.*

*To be successful, mike suggests that your benefits outweigh your costs. Look to your historical costs to evaluate future expenses. And try and have full disclosure so those using your reports and statements will know they are getting the best information available.*

*As you begin or grow your business, be sure to develop correct planning, organize yourself knowing what information you need to keep tabs on your progress, hire the best, most knowledgeable staff you can, and be a good director, a steward if you will, and control what needs done in order to optimize your business acumen. Do these things, and your inventory management will arrive from having these things in place. We all should have some form of accounting policies and procedures in place. If you don't, now would be a great time to call Mike and let him consult with you to see how he could assist in your future success in you business. Thanks Mike for your support of Prospectors, and for the knowledge and expertise you give relentlessly that shows your passion for what you do best.!*

**THIS WEEK'S TRIVIA QUESTION:**

***What year did the KC Royals begin playing on real, live grass at the stadium?***

**UPCOMING DATES TO REMEMBER**

***June 8th – Progressive Dinner – (NOTE DATE CHANGE) details to follow – save the date.***

***Why the GREEN? It's the MASTERS Golf Tourney this week***

**QUOTE OF THE WEEK:-**

***Baseball is ninety percent mental. The other half is physical."  
—Yogi Berra***

**IMPORTANT WINTER REMINDER !!  
CHECK THE NEWS AND WEATHER ON THURSDAY MORNINGS!**

***Prospector's Club meeting policy is that if the SHAWNEE MISSION Schools cancel classes, then we will have NO meeting that day. Be sure to listen to the latest news Thursday mornings to see if classes are cancelled.***

**Answer to Last Week's Trivia Question:**

***Did you make it to Opening Day at the K? Did you know that you have a one in 3,000 chance of getting hit by a baseball when you are out at the stadium. So eyes on the ball!***

**Be sure to "LIKE" our Facebook page online.**

**<http://www.facebook.com/ProspectorsClub>  
You can paste this in your URL line if it does not list as a link to the Facebook page.**

**WE ARE AT DOUBLE TREE HOTEL THIS WEEK !!**

## ATTENDANCE & THANK YOU'S

|                                     |  |
|-------------------------------------|--|
| ✓ Adams, Linda                      |  |
| ✓ Airey, Doug                       | Bell, Douglas, Goodheart   |
| ✓ Allen, Dick                       | Heriford, Goodheart  |
| Ashurst, Amy & Chase                |  |
| ✓ Beckner, Pat                      | Pickering, Bell, Morgan, Wilkinson, Dayal  |
| ✓ Bell, Jim                         | Pickering, Airey, Rapp, Mellott  |
| Bovard, Zach                        |  |
| ✓ Cunningham, Rick                  | Rapp   |
| Darby, Mike                         |  |
| ✓ Dayal, Vivek                      | Hutchison, Sirna, Felton, Stone, O'Bryan, Beckner  |
| Douglas, Kyle                       |  |
| Eidson, Ken                         |  |
| Emerson, Bill                       |  |
| ✓ Felton, Sean                      | Stone, Dayal, Kessinger, Shelton   |
| ✓ Foster, Rod                       | Spencer, Steiniger, Heriford, Ladegaard, O'Bryan, Pickering, Hutchison, Wolverton                    |
| ✓ Giordano, Phil                    | Kessinger, Ashurst, Douglas  |
| ✓ Goodheart, Alan                   | Eidson, Allen  |
| Hardin, Das                         |  |
| ✓ Hawkins, Darryl                   | York, Sirna, Pickering, Goodheart, Spencer   |
| ✓ Heriford, Alan                    | Steiniger, foster, Mellott, Allen, Giordano, Sirna, Shelton, Mortko, Pickering, Hutchison, wolverton |
| ✓ Holk, Dan                         | Wolverton  |
| ✓ Hutchison, Ed                     | Darby, Wilkinson, Heriford, Bovard, Dayal  |
| ✓ Kessinger, Sandy                  |  |
| ✓ Knapp, Bruce                      | Wolverton, York, Ladegaard, Stone, Turner  |
| ✓ Ladegaard, Arlene                 |  |
| ✓ Mellott, Mike                     |  |
| ✓ Morgan, Jeff                      | Beckner, Giordano, Wolverton   |
| Mortko, Sheri                       |  |
| O'Bryan, Cliff                      |  |
| Oettmeier, Bert                     |  |
| ✓ Page, Brad                        | O'Bryan, Morgan, Heriford  |
| ✓ Phar, Matt                        | Steiniger, York, Heriford, Bovard, Morgan, Wolverton, Rapp   |
| ✓ Pickering, Chris                  | Beckner, Douglas, Steiniger, Williamson, Shelton, Bell, Ashurst, Hardin, O'Bryan, Rapp, Darby        |
| ✓ Rapp, Bryan                       | Cunningham, Mellott, Phar, Bell  |
| Shelton, Jennifer                   |  |
| ✓ Sirna, Rich                       | O'Bryan, Dayal, York, Coach jen, Mellott, Goodheart, Heriford, Wolverton, Steiniger, Felton,         |
| Kessinger, Pickering, Darby, memce? |  |
| ✓ Spencer, Neil                     | Bell, Pickering, Foster, Wilkinson, Sirna, Allen   |
| ✓ Steiniger, Keith                  | Shelton, Wolverton, Bell, Sirna, Darby, Mortko, Phar, Foster, Adams, Heriford, Dayal, O'Bryan,       |
| Allen, Ashurst                      |  |
| ✓ Stone, Janet                      | Sirna, O'Bryan, Wolverton  |
| ✓ Turner, Kevin                     | Goodheart  |
| ✓ Webb, Tyler                       |  |
| ✓ Wilkinson, Ann                    | Hardin, Shelton, Turner, Beckner   |
| Williamson, Beverly                 |  |
| ✓ Wolverton, Rick                   | Sirna, York, Steiniger, Phar, Page, Holk, Heriford   |
| ✓ York, Kevin                       | Hawkins, Phar, Darby, Allen, Goodheart, Heriford, Morgan   |

**Guests:**           None