

### **UPCOMING SPEAKERS SCHEDULE**

*Dec. 13 – White Elephant Gift Exchange at West Chase Grille. Be sure to bring that unusual, unique, or odd gift that you got in years past, and find it a good home. Remember... bring a gift in order to get one. Make sure you wrap or bag them to disguise them from everyone.*

*Dec. 20th – NO MEETING – CHRISTMAS WEEK*

*Dec. 27th – NO MEETING – NEW YEAR'S WEEK*

### **THIS WEEK'S TRIVIA QUESTION:**

*On the eleventh day of Christmas, what did my true love send to me?*

### **UPCOMING DATES TO REMEMBER**

*Stay tuned for more exciting events planned for early in 2013!*

### **QUOTE OF THE WEEK:-**

*By working faithfully eight hours a day you may eventually get to be boss and work twelve hours a day. Robert Frost*

### **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:**

*The Yo-Yo was the second oldest toy, and the oldest toy that is known is, of course, the doll.*

### ***When It Comes To Success In Real Estate, We Leave No Stone Unturned.***

*You've heard the idiom – Leave no stone unturned. When we try to do everything that you can in order to achieve something or to find someone . And that holds so true in today's challenging real estate marketplace.*

*And it is our own Janet Stone of REMAX First Realtors that truly leaves no stone unturned when it comes to serving her client's needs when looking to buy or sell a home.*

*You see, Janet has been training for what she does today her whole life. From a little girl, she has learned the ethic of hard work and its rewards in order to get what you want in life. She saw it in how her Dad succeeded selling cars in Newton, KS.*

*After working several different careers, Janet decided she was a perfect fit to determine her own success by selling real estate. She went with the largest firm in 1988 (REMAX First), and has stayed with that company through today. She liked their success with their average*

*transaction and years of experience were higher than the industry averages.*

*Janet is licensed in both KS and MO, and works with both buyers and sellers. She will not take short sells or foreclosures anymore. And 95% of her business is done from referrals (past clients, friends, and family).*

*Janet can also locate a great agent to help you if you are leaving the KC area using the vast network that REMAX provides.*

*Her favorite clients are first-time buyers. They have done their research online and know what they are looking for. These will stay loyal to you for a long time. And she does serve corporate clients that are relocating to or from the KC area too.*

*With her years of experience, she has become more selective when it comes to her clients, especially those that are not too pleasant to deal with.*

*See Page Two---*

**Be sure to "LIKE" our new 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 WEST CHASE GRILLE THIS WEEK !!**

## ATTENDANCE & THANK YOU'S

✓ Airey, Doug	Stone, Morgan
Allen, Dick	
Ashurst, Amy & Chase	
✓ Beckner, Pat	Pickering, Morgan, Williamson, Hawkins
✓ Bell, Jim	Beckner, Pickering, Goodheart
✓ Bovard, Zach	Ladegaard, Phar, Steiniger, Dayal, York
✓ Cunningham, Rick	
✓ Darby, Mike	York, Mellott, Eidson, Prospectors Board, Williamson, Page, Holk, Douglas
✓ Dayal, Vivek	O'Bryan, Coleman, Bovard, Knapp, Darby
Douglas, Kyle	
Dzurick, Kevin	
✓ Eidson, Ken	Bell, Foster, Goodheart, Hutchison, Hardin, Airey
✓ Emerson, Bill	
✓ Felton, Sean	Kessinger, Coach Jen, Stone
✓ Foster, Rod	Goodheart, Heriford, Knapp, Cunningham, Rapp, Page
✓ Giordano, Phil	Morgan, Kessinger, Sirna
✓ Goodheart, Alan	Darby / Coach's, Douglas, Eidson, Holk's, Kessinger, Mortko, Sirna's, York
Hardin, Das	
✓ Hawkins, Darryl	Beckner, York
Heimbach, Jeff	
✓ Heriford, Alan	Foster, Steiniger, Shelton, Phar, Sirna, Spencer, Wolverton, Mortko
✓ Holk, Dan	Darby, Goodheart
Hutchison, Ed	
✓ Kessinger, Sandy	Morgan, Sirna, Felton, Knapp, Darby
✓ Knapp, Bruce	Beckner, Bell, Darby, Dayal, Foster, Giordano, Goodheart, Kessinger
✓ Ladegaard, Arlene	
✓ Mellott, Mike	Sirna, Dayal, Darby, Turner
✓ Morgan, Jeff	Beckner, York, Turner, Phar, Airey
Mortko, Sheri	
✓ O'Bryan, Cliff	Dayal, Steiniger, Kessinger
✓ Oettmeier, Bert	Hardin
✓ Page, Brad	Williamson, Foster, York, Darby, Morgan
✓ Phar, Matt	York, Steiniger, Turner, Morgan, Bovard, Bell
✓ Pickering, Chris	Beckner, Hawkins, Bell, Hardin, Douglas, Steiniger, Wolverton, Darby
✓ Rapp, Bryan	Pickering, Goodheart, Foster
✓ Shelton, Jennifer	Heriford, Steiniger, Sirna, Wilkinson, Felton
✓ Sirna, Rich	Dayal, Coach Jen, Wolverton, Heriford, Stone, Hardin
✓ Spencer, Neil	Heriford, Emerson
Stadlman, Ryan	
✓ Steiniger, Keith	Felton, Coach Jen, Darby, Phar, Bell, Heriford, Williamson, Bovard, Mortko, O'Bryan, Sirna
✓ Stone, Janet	Airey, Darby, Goodheart, wife's Vikki Beckner and Josie Bell
Turner, Kevin	
✓ Wilkinson, Ann	Stone, Hardin
✓ Williamson, Beverly	Knapp, Darby, Beckner
✓ Wolverton, Rick	York, Morgan, Dzurick, Stone, Sirna
✓ York, Kevin	Darby, Steiniger, Wolverton, Morgan, Shelton, Phar, Bell, Shelton, Goodheart

### Guests:

That is something that you learn from experience, and you become independent in whom you service.

She talked about the current market stating that is was on the increase. There are 11,500 homes on the market. In Jo. Co, an average 4 bedroom home averages about \$299,200. And new construction of homes is up 46% from one year ago.

And Janet recommends using an agent that works full time because they have a better thumb on the pulse of the marketplace and what is happening.

So if you are looking to expand your living space, or have a growing family, or maybe have an aging parent that is moving to independent living, and is selling their home, you need to contact Janet and let her assist in whatever your needs are.

We need to Thanks Janet for everything that she does for the Club, from Social events to serving on the Board, her efforts might slide under the radar, but she is truly appreciated for all she does. Thank You Janet !!!