



***You can't buy Happiness, but you can buy A Plane Ticket, and that's sort of the same thing.....***



Lately we've been hearing from quite a few of our newest or youngest members (many less than 5 years.) So this week was a welcome change

to get to listen to someone with longevity. A mature member with experience under his belt. He's well aged but not quite ancient or a geriatric (we would call those Members Emeritus). You see – ***Dan Holk of Motivation through Incentives*** admits he has seen the world – LITERALLY! And that is what his story is all about. He was ready to teach us all a bit about himself and what he does to make people feel a sense of awe and excitement.

Even though Dan was born a St. Louisan, his heart stays to this day in Kansas City and the Lake Ozarks. His family many years ago, his grandparents owned 800 acres of land when they built the man-made lake. They at one point sold off 400 acres, and still have a nice sized plot of land down there. They spent most summers down there with no AC, no fans. They'd fish crappie or walleye and, hunt venison. Dan was the assigned grass cutter. His Grandpa had him cutting a piece of their property every day. His Grandpa ran trot lines and taught Dan how to get what was caught and place new lines in their place. There was an abundance of snapping turtles on their property, so Dan's grandmother learned how to fix them up for dinner. There is seven kinds of meat in one, and they used the heads and tails for bait for fishing the day after.

He told of very different unusual summers. They would squirrel hunt, and also work the farm in the mornings, raising cattle and chickens (the egg layers). Then got to go fishing with Grandpa in the afternoon. It truly was a great childhood. Dan's parents have lived a wonderful life, being married for close to 60 years.

He grew up in Missouri – going to Paseo High School. He owned a bicycle that ran only one speed – fast!! Dan, growing up, never thought

he was poor. He loved Brooks ketchup and scrambled egg sandwiches. Later in life he found out how inexpensive these and other items were, realizing his mother was doing all she could to make a life for her kids, and save where she could.

As Dan finished high school and college, there was a lot of discussion about the escalating war in Vietnam. He served his time there, and came home a totally different person "It grew me up!" More matured, more respectful of what he had and what living in the United States now means to him.

Dan found his love as he traveled the world while serving his country. Little did he know this was his calling for most of his adult working life. He opened up a travel agency near where Coach's Bar & Grill was at 103<sup>rd</sup> St. He continued this until the era of computers and making your own reservations directly with airlines slowly closed a lot of agencies, including Travel Planners. There were a few other odd jobs he did to keep himself busy while contemplating retirement.

By happenstance, the owner of MTI (Motivation through Incentives) remembered Dan when she had a huge trip needing to be booked and she was overwhelmed. She asked Dan if he could just help get her through this situation. After seeing what this organization was about, he wanted to talk further to them.

That was 12 years ago. MTI Events is a leader in group incentive travel, a very interesting niche. They plan and execute lavish and exotic trips to all corners of the earth for companies as a reward for working hard for them. They book meetings and conventions in a very non-typical way. They recently sent 300 people to Monte Carlo. They flew them into Nice, France, then they transported them by helicopters to the Fairmont Hotel in Monte Carlo. They even had a chance to drive Ferrari's. Dan takes care of the logistics of getting them to and from their locations. Then there are people on the ground on-site to manage the details where they stay. Dan says it is really a fun place to work. He loves it. MTI has doubled in size in the last 5-6



**Weekly**

**Newsletter**

***"Be Present and Get Involved."***

**[www.prospectorsclub.com](http://www.prospectorsclub.com)**

**June 13, 2019**

years, and is poised for another 30% increase in the next several years.

***Cont'd on Page 3...***



**WE ARE AT DEER CREEK CC, 7000 WEST 133<sup>RD</sup> ST., OPKS 66209 - MEET UP AT 7 AM; BREAKFAST AT 7:25; SPEAKER AT 8 AM.**

**SPEAKERS SCHEDULE**

**See Page 2**

**ALL THANK YOU'S**

**See Pages 10-12**





## UPCOMING SPEAKERS SCHEDULE

Here is a list of our upcoming speakers. **Please note some events are evenings or away from Deer Creek CC.**

### ARE YOU INTERESTED IN JOINING PROSPECTORS?

Give Matt Paperi, our Membership Chairman a call at 913-717-7792 or email him at [mpaperi@techcyclesolutions.com](mailto:mpaperi@techcyclesolutions.com) before you visit our group so we can make sure there are no category conflicts with our current members.

#### *Cont'd from Page 1.....*

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**June 13<sup>th</sup> – Scott Swim of Legacy Mergers & Acquisitions at Deer Creek CC.**

**June 20<sup>th</sup> – Mike Kopplin of Kopplin's Wardrobe Management and Design at Deer Creek CC.**

**June 27 – Ed "The Bug Guy" Hutchison of Frechin Pest and Radon Control at Deer Creek CC.**

**July 4<sup>th</sup> – NO MEETING !!**

**July 11<sup>th</sup> – Tyler Webb of Tyler Webb DDS at Deer Creek CC.**

**More Speakers to be announced soon.....**

We couldn't have left the room without remembering the day we were at Deer Creek – commemorating June 6<sup>th</sup> – the 75<sup>th</sup> anniversary of the invasion of Normandy. Dan did not dwell on what we all knew it was about, but he did stress if it was not for the hundreds of thousands of troops who landed on the beaches in France that day, we all may be speaking German today. Dan said it must have been "scary as hell". It was this invasion that changed the outcome of World War II.

In conclusion, those there last week will long remember you know a man who is a plethora of information about travel, about music, and about life. He lives it to the fullest with zest and love of each new day. Thanks Dan for sharing so much and for all the sacrifices you've made to keep us living in freedom to choose and do what we each want to do. We salute you Sir.

## **EXCITING NEWS / ANNOUNCEMENTS / NEW HIRES!**

### **SHOCKING NEWS !!**

**Greg Oppold of Eco Electric Co. is looking to add an electrician to his growing company. They need to be a recent graduate with qualifications in Electrical work and training, or an electrician looking for a change and an opportunity to work for a forward thinking business. If you know of someone, please give Greg a call at 816-698-2887 or email him at [ecoelectrickc@gmail.com](mailto:ecoelectrickc@gmail.com).**

### **SALES REP POSITION AVAILABLE**

**Rod Foster of BancCard is looking for an outside sales rep to cover Blue Springs and south on the Missouri side. They will / can office out of their home. Some sales experience would be good; needs to be outgoing and a people person. Existing business partnerships in place (Banks). We will provide iPad and iPhone and other benefits are provided / available. Base Salary growing to commission, plus bonuses paid monthly and quarterly. If you know someone that fits this profile, contact Rod at 913-486-3714 or [rfoster@banccard.com](mailto:rfoster@banccard.com)**

### **ADDING FINANCIAL ADVISOR AT RBC**

**Ken Eidson of RBC Wealth Management** announced that **Brynn Morris** is joining his team as their third Financial Advisor. She has been in the business for 15 years. In addition to providing exceptional service their clients expect and deserve, she also prepares in-

depth financial plans to help clients prepare for retirement and ensure they are on track to achieve their most important life goals.

### **CONTINUING EDUCATION CERTIFICATION**

**Dr. Brad Twigg of Plaza Animal Hospital** has recently completed his Certified Veterinary Acupuncture Therapist designation. This now allows Brad to perform Acupuncture for pets with pain, arthritis, and other medical conditions.

***Congratulations to these great members who continue to grow their businesses and improve their skills to the benefit of their clients.***

***BOARD MEMBERS – DON'T FORGET  
THE BOARD MEETING TONIGHT AT  
COACH'S BAR – 5:30 PM.....***

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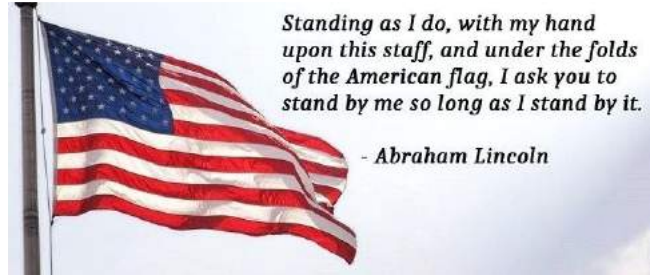
### Trivia Question:-

What song opens the movie titled “*The Graduate*”?  
And what industry did businessmen encourage Dustin Hoffman’s character “Benjamin Braddock” to get into?



### QUOTES OF THE WEEK

A Day that will live in infamy.



W. C. Fields played Humpty Dumpty in the 1933 film *Alice in Wonderland*.

### OUR NEWEST MEMBER.....

**Please be sure to say Hello to our newest member – Ming Zhong of Massage FE Asian Massage Services. He has been to several meetings, and is excited about joining Prospectors. Good luck Ming !!**

## PROSPECTORS EVENTS SOCIAL CALENDAR 2019 – SAVE THE DATES

<p><b>IT'S THIS Friday Night June 14<sup>th</sup> – Our next ATF – A Joint After The Fact <i>hosted by Kevin Boehringer, Amber Sewell, and Rich Sirna AT BSE</i> STRUCTURAL ENGINEERS</b> building located at 11320 West 79th St., Lenexa, KS 66214. Come see an amazing blend of work and fun. Enjoy some light appetizers and beverages. Mark your calendars NOW!</p>	<p><b>Friday Night June 14<sup>th</sup> – Our next ATF – A Joint After The Fact <i>hosted by</i> September 27<sup>th</sup> (Friday) – Annual Golf Tournament at Deer Creek CC – Members and Guests – Best Ball Scramble – After Hours at Coach's Bar &amp; Grill – 5:00 pm</b></p>
<p><b>September / October – Return to take the Mobster Bus Tour around Kansas City – sights and sounds of a time gone by. Date to be announced.</b></p>	<p><b>Dec. 7<sup>th</sup> (Saturday) - Christmas Party is a GO at Union Horse Distilling Co., 11740 W 86th Terrace, Lenexa, KS 66214 SAVE THE DATE NOW !!!!!!!!!!!</b></p>

***BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY***

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**If you have any causes you are supporting this spring, please pass them along to the newsletter editor.**



# Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

June 6, 2019

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

X Adams, Linda Don Sheri Seew, Janine, Keith, Sue,  
Alan G, Matt, John  
Airey, Douglas

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim

X Belzer, Dan Matt P. Kathleen Cussen, Ann W., Janine, Phil G. Kevin Park

Boehringer, Kevin

Brenda Tigg, Chase, Amber, Das  
Bovard, Zach

Brosseit, Mike

Brown, Erin

X Cocherl, Stephanie Rich Serra, Janine, Amber, Pat Beckner, Bryan Rapp  
Dr. Johni Curtis, Kathleen, Matt Paperi

X Cunningham, Rick Sean F., Das H.

X Curts, Johni Rich Serra, Rick Wolverton, Matt Paperi, Janine Terstriep,  
Stephanie Cocherl, Shari Moroko, Keith Steiniger, Linda Adams

X Cussen, Kathleen Phil, Rick, Rich, Keith, Erin, Shari, Alan G. Jan  
Matt Phac, Bryan, Danny, Sean, Tyler, Janine

X Dayal, Vivek Amber, Sheri W, Cliff B, Richs, Dave F, Kevin B,  
Dr. Weiss, Matt P, Chris P, Phil G, Kevin Full

Douglas, Kyle

Eckinger, Bill

X Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

Flessner, Dave

☒ Foster, Rod Matt Paperi, Pros, Board, Chase A, Keith S, Rich S, Kathleen C, Alan S, Rick W, Alan H, Dave F, Tyler W.  
☒ Full, Kevin Neil, Chase, Coach Ben, Alan H, Nick W, Tyler W, Jeanne, Phil, Dan, Keith, Chris P, Greg O, Rod F, Scott S, Brownie, Rich, Matt P, Dave K  
Giordano, Nick

☒ Giordano, Phil Chase A, Tyler W, Matt P, Greg O, Chris P, Janet S, Danny B, Kevin F, Rick W, Keith S, Keith S, Kathleen, Sonni, Scott  
Goodheart, Alan ADAMS SIRNA TENSIEP TWIGG, FOSTER PAPERI, HOK EIDSON MORTKO SIGNED STEINIGER.  
Goodheart, Bruce

☒ Hardin, Das Chris P, Alan H, Sheri M, Kathleen C, Matt P, Paperi, Soni, Danny B, Tyler W.  
Hawkins, Darryl

Heriford, Alan

☒ Holk, Dan EIDSON, STEINIGER

Holland, Ed

Hutchison, Ed

Kopplin, Mike

Mortko, Sheri

☒ O'Bryan, Cliff VICK, Matt Paperi, Sean

Oettmeier, Dr. Bert

☒ Oppold, Greg Jim, Chris, Phil, Keith, Kevin F, Kevin Y, Rick W, Kyle D, Matt Paperi, Neil, Dave F, Amber, Rich, Brad, Scott, Cliff, Linda  
Paperi, Matt Keith, Neil, Amber, Alan, Chris, Kevin, Kathleen, Janne, Tyler, Dan, Rick, Bryan, Kyle, Linda, Rod.  
Phar, Matt

Pickering, Chris

Pickering, Margot

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

☒ Rapp, Bryan Janet, Kathleen, Stephanie, Kyle, Zane, Matt & Phoebe, Kim, Chris  
 Dave, Keith, Sam, Sean, Sheri, Brownie, Matt Paperi, Rod, David, Rick  
 Runyan, Joe

☒ Sewell, Amber Vivek, Janet, Neil, Jen, Janine, Stephanie, Rick, Rick, Mike B,  
 Denny, Kathleen, Dr. Brad, Alan H, Kevin York, Shari MATHO  
 Shelton, Jennifer

Simpson, Brownie

☒ Sirna, Richard Steven, Wendy, Cassie, MATHO, Corbin, Liz, Phoebe, Matt, Heather, Heather  
 Pappalardo, Gino, Dr. Sonja, Fred, Brian, Foster, Chad, Webb, Corynne, Spence, Dr. Woodhewer

☒ Spencer, Neil Coach's, Rick C, Dave F, Rod F, Greg O, Matt Paperi  
 Bryan R, Amber S, Rick S, Keith S, Tonya Rash

☒ Steiniger, Keith Wolverson, Simon, Cassie, Giordano, MATHO, Pickering, Tierstra, Corbin, Felt,  
 Adams, Phoebe, Spencer, Heriberto, Hutchingson, Koppie, Opale, Paperi, Ashurst, Holle, Terry

☒ Stone, Janet Amber, Ed, Rick S, Dr. Brad, Stephanie, Bryan Rapp

☒ Swim, Scott Phil, Christopher, Linda

☒ Terstriep, Janine Kevin, Rick, Sheri, Chris, Amey, Jean, Lina,  
 Johann, Steph, Kathleen, Glenn, Tyler, Keith, Kevin F  
 Trondson, Chad

☒ Twigg, Brad Keith, Das, Alan, Kathleen, Sheri, Dan, Janet, Rick, Amber  
 Vivek, Rod, Tyler, Jen, Chase/Dmy

☒ Webb, Tyler Alan Goodheart, Stephanie, Matt Phoebe, Ann, Kathleen, Phil, Kevin Felt,  
 Matt Paperi, Janine, Das

Wilkinson, Ann

☒ Wolverson, Rick AMBER JANINE SHERI RICK KEITH ROD ANN KATHLEEN  
 PHIL KEITH RICK C.

York, Kevin

**GUESTS**

Name Name of Business Your Position (owner, sales, etc.)