

UPCOMING SPEAKERS SCHEDULE

Jan. 10th – Jeff Morgan of Morgan Miller Plumbing will lead an open discussion about Facebook and social media in business at the West Chase Grille.

Jan. 17th – Beverly Williamson of DocInk will introduce herself and her company at the West Chase Grille.

Jan. 24th – Arlene Ladegaard of the Design Connection will host us for breakfast AT HER LOCATION.

THIS WEEK'S TRIVIA QUESTION:

On January 3rd, 1888, an invention made of paraffin-covered paper was patented by Marvin Stone. Name that invention.

UPCOMING DATES TO REMEMBER

February 14th – Breakfast and Tour of the Federal Reserve Bank of Kansas City – details to follow.

QUOTE OF THE WEEK:-

If at first you don't succeed, try, try again. Then quit. There's no use being a damn fool about it.
W.C. Fields

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:

**On the eleventh day of Christmas, my true love sent to me....
Eleven Pipers piping.**

As They Would Tell You in Washington, D.C., The State of Prospectors Is Stronger Than Ever.

*The torch is passed. A new regime has begun. And it is hard to believe that our new leader just eight years ago came to Prospectors, a quiet, shy banker. Who would ever imagined **Sandy Kessinger** as a Bank Branch manager, and now in charge of Business Development, and our newest President! Way to go Sandy!*

Last week we gave Sandy time to reflect on 2012. How we netted 5 new members added to the Club, had a strong physical position in the networking arena, that we added new and innovative networking opportunities both on and off site, and that we took our After The Fact program to a new level.

Each new Pres. wants to develop an acronym of what they wish to accomplish. Sandy is no different. Her theme is called F.I.T. and Fabulous!

The F.I.T. stands for Focus, Interactive, and Telling Others.

Our Focus has become learning something new each

year by getting and giving better referrals, this leading to knowing each other better. We plan to offer more educational programs and outside field trips that we will help our businesses grow and prosper.

Interactive involves several levels. Our social circle does a lot of this, giving each of us a chance to grow and learn about our fellow PBC members. Interactive also means refining our mentor program, making sure that our new members see value in what we offer. And Sandy says that we will try and target activities at specific segments of the membership (ex. – women, millenials, and past members).

Telling Others is all about how technology will assist us to help make our presence known to potential members, and align us with the Chambers, non-profits, and expand out network. Use of a renewed website with help in this implementation.

See Page 2.....

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

Guests:

Sandy ended with lots of encouraging thoughts, and had four goals if you will, that she wants us to strive for.

One, to end 2013 with a balanced budget that comes in on budget as we planned in 2012.

Two, to try and have another net gain of 5+ new members,

Three, add 2 new programs to our already crowded list.

And Four– try and increase our total reach on

Facebook up to a total of 500+ Likes on our Facebook page by the end of 2013.

No number of small and large accomplishments await us as we embark into 2013. And no greater person to lead us on our path than Sandy K. She wishes each and every one of us the best success this coming year, and she can't wait to get us moving to even greater heights as this year unfolds. Be sure to give Sandy all the support that she needs and deserves.