

**CHECK OUT ALL
FOUR PAGES !!!**

UPCOMING SPEAKERS SCHEDULE

Jan. 24th – Neil Spencer of Lighthouse Auto Sales will explain how his business works so well for so many at the West Chase Grille

Jan. 31st – Brad Page of Guaranteed Carpet Cleaning will “guarantee” he will be at West Chase Grille to explain all about his business to us.

Feb. 7th – Sean Felton of Felton Chiropractic will discuss our health and wellness alternatives for each

THIS WEEK’S TRIVIA QUESTION:

Who was the 'The Wizard of Menlo Park' who said, "Genius is one percent inspiration, ninety-nine percent perspiration."?

UPCOMING DATES TO REMEMBER

Jan. 21st – PBC Ladies Night at La Bodega

Feb. 1st – (Fri) - Daryll Hawkin’s Annual Bad –SS Art Party at his home – 2 West 52nd St., KCMO (52 & Main) - 5:30 pm to ? See attached flyer for details

QUOTE OF THE WEEK:-

A girl phoned me the other day and said “Come on over, there’s nobody home.” I went over. Nobody was home.

-Rodney Dangerfield

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 phenomenon in the 1950’s that allowed everyone to become an artist was a thing called Paint By Numbers.

Old Enough To Remember the Mimeograph Machine? That’s Not The Way We Do Printing Anymore!

The world has changed a lot in the last 15 years, and so has the way we all process documents and paper. We now live in a world that allows each of us the chance to produce nearly printer quality documents from our own laser or ink jet printers.

But none of us has the real knowledge it takes to keep those machines rolling. Our expert in this regard comes to Prospectors as our newest member, **Beverly Williamson of DocInk.**

Beverly hails from the Colorado and Texas areas, and moved to KC because of family issues that would benefit them. She said they looked for an opportunity that would be conducive for her daughter to work. They became franchisees for the Cartridge Depot firm. As fate would have it, her son graduated college and did not have employment and came into the business “temporarily”. His computer skills and business acumen have been great additions to

their focus. He has changed their business plan a lot.

Beverly explained that besides inkjet and toner cartridges, they have become brokers for new, used, and refurbished printers and multi-function machines (most well known brands), and in the past few years, when clients needed a repair on their printer, they now have Certified Technicians to handle this, too.

The latest part of the puzzle involves helping companies manage their printing solutions. There is now software / applications that can track a printer’s use by time of day, type of printing, and number of copies. This gives managers and owners detailed information to help them manage their costs.

And in the near future, they will be adding office supplies as another leg in their distribution network that better serves their clients.

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**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 WEST CHASE GRILLE THIS WEEK !!

ATTENDANCE & THANK YOU'S

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

Guests: Julie Myers, Guest of Bruce Knapp, and John Mikovsky, guest of Business Journal, and Matt Wickersham, of Peak Energy

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Beverly was ready to talk about who would be a good fit for their services and products. They look for customers between 2 and 50 employees and that have between 2 and 30 printing devices.

Their largest client has nearly a thousand employees, while the smallest has about 20.

They work very hard to find the most cost effective program for each client's needs, and they are there to help find the best printer for their needs.

Beverly gave us several tips if you will, that show ways they can

help your bottom line. Look at the cost of your supplies. Do you use 2500 sheets of paper per week? If so, consider a laser printer. Ink costs about \$2100/gallon – use it wisely! Leasing your equipment can save you money, but be sure to read the contract carefully. Set your laser printer to economy mode unless you need crisp copies made. And be sure to schedule to clean your printers on an annual basis.

All great information from our newest expert to join the group. Thanks Beverly – we look forward to a bright future for you and your company.



This is Darryl's invitation to all Prospectors that want to attend his Annual Gathering.

Friday, Feb. 1st at his studio, located at 2 West 52nd St. in KCMO.

5 pm to ??
 Dress: Casual (don't go by the pictures)

Cost – Nothing

Come join the Party and plan to have a memorable evening!

Don't be scared by the flyer, after all it is PG-13. Darryl's mission is to provide an environment where everyone can have fun. Once a year he invites everyone he knows to his studio. Darryl has friends and clients from all walks of life. ...and ironically it seems to be the ones left of center that are drawn to Darryl's architectural firm.

This is the 8th annual Open House, it has always been the First Friday in February (FFF). ...anytime after 5 pm, no need to dress up or bring anything, Darryl provides beer & wine (nothing fancy), along with munchies. In years past couples have met (that then got married), having their wedding reception at Darryl's Studio. In years past, impromptu jazz bands played at various times. In years past, friends have been made that had never met before. In years past there was a strip ping pong tournament going on the 3rd floor without Darryl knowing about it. THIS is the key. You never know.

This year it's also the only KC wedding reception for the Kelso/Hawkins newlyweds. He'll have 3 fireplaces going on 4 floors of pure entertainment. Darryl's grand piano is open for anyone that wants to entertain. ...so swing by before AND after your First Friday Festivities in the Urban Core (Crossroads/Midtown) and make a few new friends. Just look for the torches, its never ended before 2am. Parking for 500. Call 531-2221 if your lost, 5 land lines, 2 old school (which are pretty loud), if no answer just try again. ...cheers.



TOUR de HOPE

POKER TOURNEY

Benefits the Hope Center

Friday, February 8th, 2013
at 7 p.m.



Join us for the Tour de Hope
Poker Tourney,
as we continue to raise money
for the Hope Center.

Here's how you can be a part of this
exciting Poker Tourney!

**Register
Now!**

**\$500
First Prize**

**Location: 508 West 103rd Street
Kansas City, Missouri 64114**
(just five doors down from Coach's).
\$50 entry fee



**Prizes for all 8 players
who make the final table.**



Food provided

**Beer & Wine Available
for Purchase**

Starts at 7:00

