

### **UPCOMING SPEAKERS SCHEDULE**

March 7 – Rick Wolverton of Advanced Interiors will welcome us **AT HIS LOCATION** for a great, entertaining, and informative meeting.

March 14th – Doug Airey of Doug Airey Homecare will fix all our questions on home repairs and remodeling at the West Chase Grille.

March 21st – Cliff O'Bryan of Benefit Brokers will address what his company is doing to improve a com-

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

What is the name of the Roman goddess of spring?

### **UPCOMING DATES TO REMEMBER**

**May 4th – Progressive Dinner – details to follow – save the date.**  
**Other events to be listed soon.....**

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

*Indoors or out, no one relaxes  
In March, that month of wind and taxes.  
The wind will presently disappear;  
The taxes last us all the year.*  
-Ogden Nash

### **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:**

Answer in next week's newsletter.

### ***Longevity and Hard Work Leads To A Lifetime Business Decision For One; and Learn How Your Bio Information on the PBC Website Can Benefit You Best.***

It's true – either you or a family member owns or has owned a house. And we all think that they're worth a million bucks, or at least that's what we tell the appraiser. And as we heard last week, **Rick Cunningham of Cunningham Appraisals** confirmed this.

When you hear how some one learns a business from the ground up, that is Rick. He worked with his Dad a lot, and learned the ropes. In 1975, he went out on his own. Rick says appraising is nothing more than an opinion of value. And if used for tax evaluations, you ask "Is this what it could sell for?".

He said that JoCo is more accurate on their appraised values. Rick has started a newsletter that relates the economy of the greater KC area. He does this for those relocating to KC, like Sprint, etc. And Rick has seen how technologies have changed completely the way in which he conducts his business. No

more faxes, just smart phones, emails, and texts.

It is nice to have such expertise as part of the Club's membership, an invaluable resource. Be sure to talk to Rick about any of your RE valuation needs.

Then we switched gears, and talked a bit about our new website, [www.prospectorsclub.com](http://www.prospectorsclub.com). **Chris Pickering** took a few minutes to remind us of the value of this latest technology.

Chris has seen lots of other networking web sites, and reports that this new version far outranks any other he saw. Once people know about us they can find out more about the Club and individuals and what they do. They come to the website looking for individuals with a special skill set. We need to provide those people with the info they desire.

Your biography that we each have on the site should be focused on things that make us money. **See Page 2.....**

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 ADVANCED INTERIORS THIS WEEK !!**

## ATTENDANCE & THANK YOU'S

✓	Airey, Doug Allen, Dick Ashurst, Amy & Chase	Bell, Stone Spencer
✓	Beckner, Pat Bell, Jim Bovard, Zach	Pickering, Bell, Wolverton, Williamson
✓	Cunningham, Rick	Darby, Heriford
✓	Darby, Mike	Cunningham, Shelton, Foster, Felton, Kessinger, Knapp, Beckner, Eidson, Mr. Ed, Wolverton,
✓	Sirna, Oettmeier Dayal, Vivek Douglas, Kyle Eidson, Ken Emerson, Bill	
✓	Felton, Sean	Dayal, Foster, Heriford, Pickering, Shelton, Morgan, Wilkinson
✓	Foster, Rod	Giordano, Kessinger, Felton
✓	Giordano, Phil	Mellott, Goodheart, Heriford, Morgan,
✓	Goodheart, Alan Hardin, Das	Allen, Eidson, Mortko, Sirna, Janet & Rich Coleman, Wolverton, York, Dan & D'Ann Holk
✓	Hawkins, Darryl	Mellott
✓	Heriford, Alan	Page, Allen, Pickering, Holk, foster, York, Douglas, Phar, Mellott, Sirna, Cunningham, foster,
✓	Mortko, Felton, Oettmeier, Shelton, Steiniger Holk, Dan	
✓	Hutchison, Ed	Darby, Mellott, Steiniger
✓	Kessinger, Sandy	Darby, Pickering, Goodheart, bell, Williamson, Felton
✓	Knapp, Bruce Ladegaard, Arlene	Rapp, Kessinger, Williamson, Wolverton, Steiniger
✓	Mellott, Mike Morgan, Jeff Mortko, Sheri	O'Bryan, Heriford, York, Stone
✓	O'Bryan, Cliff	Mellott, Dayal, Page, Pickering, Airey,
✓	Oettmeier, Bert	Heriford, Stone, Williamson, Darby
✓	Page, Brad	Heriford, York, Wolverton, O'Bryan
✓	Phar, Matt	
✓	Pickering, Chris	Beckner, Bell, Dayal, Kessinger, Heriford, Felton, Sirna, Darby
✓	Rapp, Bryan	Kessinger, Eidson, Goodheart, Holk, Knapp
✓	Shelton, Jennifer	Felton, Pickering, Hardin, Heriford, Steiniger, Sirna, Wilkinson, Darby
✓	Sirna, Rich	Steiniger, Dayal, Heriford, Wolverton, Giordano, Kessinger, Stone, Pickering
✓	Spencer, Neil	Heriford, Stone, Giordano, Wilkinson, Pickering
✓	Steiniger, Keith	Coach Jen, Wolverton, Bell, Heriford, Allen, Pickering, Sirna, Giordano, Kessinger, Darby
✓	Stone, Janet Turner, Kevin	Williamson X 2, Oettmeier, Mellott, Spencer, Hutchison
✓	Wilkinson, Ann	Williamson, Page, Sirna, Spencer, Hardin, Morgan
✓	Williamson, Beverly	Wilkinson, Stone, Oettmeier, Beckner, Rapp, Airey
✓	Wolverton, Rick York, Kevin	Page, Beckner, Pickering, Mellott, Hutchison, Steiniger, Knapp, Darby, Goodheart

### Guests:

*Cont'd from page 1.....*

*You should be listing the skills that you are good at that make you money. Chris said how that you focus on specific areas of your business you will find great clients that make you money.*

*The question that you might want to ask yourself as you begin to tweek your bio is – “Am I focusing on who I want to attract?”*

*So there are three things that Chris reiterated at the end of his session, and they were:-*

*1)- Does your bio tell people what you really do?*

*2)- Does it focus on those things that make you money?*

*3)- Does it focus on your skill set that make you successful?*

*If you take the time to think through these simple steps, you can have a strong bio that uses keywords in your business, and this will lead to inquiries, leads, and calls coming your way making your business grow and prosper.*

*Thanks to Rick and Chris for a lively and informative day!*

## BREAKFAST AT ADVANCE INTERIORS THIS WEEK

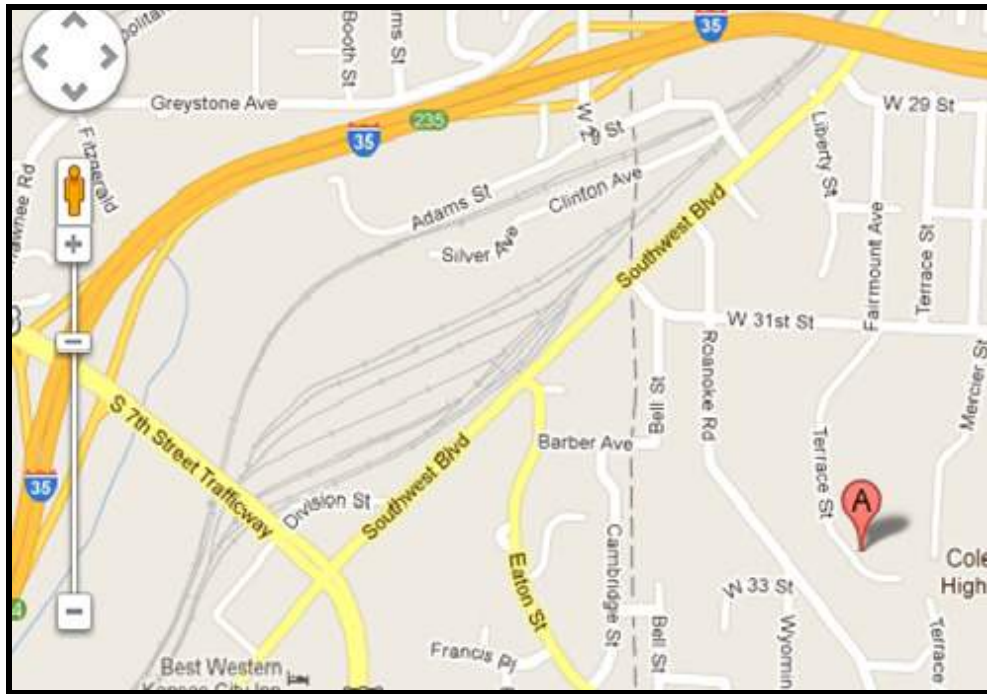
3175 Terrace St.  
Kansas City, MO 64111

Most of you come from Johnson County, so take your best way (I-35 North, or 69 Hwy to I-35 North) and go to the Rainbow exit. Take a right, and go over the bridge to Southwest Traffic way. Turn left, and go about a mile or so until you get to 31st St. There will be a big Quik-Trip on your right.

Turn right, and follow 31st as it curves left a little, and begin your ascent up the hill. Be looking on your right for Terrace St., and a tall white sign that looks like a tall white ladder that lists all the businesses up the hill on Terrace. Turn right here, and go up until you get to Stone and Beyond and Advanced interiors at 3175 Terrace St. on your left.

Park in the lot, or on the street, but watch your parking signs on the street.

See everyone there !!!



**TOUR de HOPE**  
EST  2012  
RIDE FOR GOOD  
May 5, 2012 (Cyclo de Mayo)  
Register at [www.TourdeHope.org](http://www.TourdeHope.org)

**BE SURE TO CONTACT MIKE DARBY OR KEITH STEINIGER AS THEY AND MANY OTHERS RIDE FOR A GREAT CAUSE IN THIS YEAR'S TOUR DE HOPE'S CYCLO DE MAYO ON MAY 5TH !!!**