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 . 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.....
ATTENDANCE & THANK YOU’S

- Airey, Doug  Bell, Stone Spencer
- Allen, Dick
- Ashurst, Amy & Chase
- Beckner, Pat  Pickering, Bell, Wolverton, Williamson
- Bell, Jim
- Bovard, Zach
- 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  Allen, Eidson, Mortko, Sirna, Janet & Rich Coleman, Wolverton, York, Dan & D’Ann Holk
- Hardin, Das
- 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  Rapp, Kessinger, Williamson, Wolverton, Steiniger
- Ladegaard, Arlene
- Mellott, Mike  O’Bryan, Heriford, York, Stone
- Morgan, Jeff
- Mortko, Sheri
- 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, Holl, 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  Williamson X 2, Oettmeier, Mellott, Spencer, Hutchison
- Turner, Kevin
- Wilkinson, Ann  Williamson, Page, Sirna, Spencer, Hardin, Morgan
- Williamson, Beverly  Wilkinson, Stone, Oettmeier, Beckner, Rapp, Airey
- Wolverton, Rick  Page, Beckner, Pickering, Mellott, Hutchison, Steiniger, Knapp, Darby, Goodheart
- York, Kevin

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 !!!

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 !!!