

**UPCOMING SPEAKERS SCHEDULE**

*April 25th – Zach Bovard of Tight Solutions will discuss his top down approach to solving company's technology problems and how they can leverage those to become more successful AT THE HY-VEE GROCERY STORE - SEE MAP!*

*May 2nd – Jeff Morgan of Morgan Miller Plumbing will tell the tale of the glamorous side to his job, and talk about marketing and social networking at The*

**Keep Your Eye On the Ball, And You Will Be A Winner In Whatever You Pursue**

Sounds too simple, doesn't it? But it's not. At least according to one who aligned sports and business in a way that has allowed him to grow as a person and as a success in life. That is who **Keith Steiniger of Proforma Marketing** is.

Keith has learned from an early age the meaning of hard work leading to success. His first job out of college was total commission sales. He has worked his way through corporate America, selling long distance, phone equipment and systems, leading to being on the front end of the Cellular revolution.

This gave him tremendous training in dealing with clients and businesses alike. Before we even asked, Keith explained that Proforma Marketing's real purpose is to help you with branding, marketing, printing, and apparel, whatever helps make your company grow. No project is too large or too small.

So, the categories that Keith and Proforma service are personalized apparel for business and corporate accounts, printing, numerous promotional products, and they do these for both program accounts and corporate concerns.

Their objective is to continue to grow Proforma for at least another 10 years by earning new clients, adding new, aggressive sales people, and through acquiring other similar companies as owners choose to close or retire.

The one thing that Keith emphasized to us all was his passion for giving back to a cause he feels deeply about. He likes to do things that make a difference. That shows through to his commitments supporting the Leukemia Society by riding his bike in fundraising races, and also supporting Phoenix Family Housing. Keith is just one example of the many in the club that give of their time and money to make life better for many others.

**THIS WEEK'S TRIVIA QUESTION:**

***What is the name of the battle that celebrates Mexican victory on Cinco de Mayo?***

**UPCOMING DATES TO REMEMBER**

*June 8th – Progressive Dinner – (NOTE DATE CHANGE) details to follow – save the date.*

**QUOTE OF THE WEEK:-**

**"When your mother asks, "Do you want a piece of advice?" it is a mere formality. It doesn't matter if you answer yes or no. You're going to get it anyway.**

**– Erma Bombeck**

**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 Kansas City Royals began playing on real, live grass in the year 1995!**

**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 HY-VEE GROCERY STORE THIS WEEK !!**

## ATTENDANCE & THANK YOU'S

✓ Adams, Linda	
✓ Airey, Doug	Spencer, Goodheart
✓ Allen, Dick	Goodheart, Heriford, Steiniger, York, Foster, Darby
Ashurst, Amy & Chase	
Beckner, Pat	
✓ Bell, Jim	Pickering, Rapp, Phar
✓ Bovard, Zach	York, Phar, Hutchison
✓ Cunningham, Rick	Knapp
✓ Darby, Mike	"Not Ken Eidson", Pickering, Dayal, Felton, Holk, Hutchison, Morgan, Steiniger, Williamson,
York	
✓ Dayal, Vivek	Sirna, Williamson, O'Bryan
Douglas, Kyle	
✓ Eidson, Ken	Darby, Goodheart
Emerson, Bill	
Felton, Sean	
✓ Foster, Rod	Spencer, Ladegaard, , Shelton, Allen, Douglas
✓ Giordano, Phil	Morgan, Steiniger, Mortko, Douglas, Hardin,
✓ Goodheart, Alan	Eidson
Hardin, Das	
✓ Hawkins, Darryl	York, Page
Heriford, Alan	
✓ Holk, Dan	Wolverton, Heriford, York
✓ Hutchison, Ed	Darby, Bovard
✓ Kessinger, Sandy	
✓ Knapp, Bruce	Kessinger, Spencer, Pickering
Ladegaard, Arlene	
✓ Mellott, Mike	Heriford, Turner, Sirna, Spencer, Allen
✓ Morgan, Jeff	Page, Darby, York, Stone
✓ Mortko, Sheri	Heriford, Giordano, Hardin, Steiniger
✓ O'Bryan, Cliff	Page, Airey, Dayal, Morgan, Pickering
Oettmeier, Bert	
✓ Page, Brad	Morgan, Darby, O'Bryan
✓ Phar, Matt	Heriford, York, Steiniger, Williamson, Bell, Darby, Coach Jen, Turner
✓ Pickering, Chris	Hardin, Darby, Douglas, Steiniger, O'Bryan, Williamson, Wilkinson, Bell, Knapp, Ladegaard
Rapp, Bryan	
✓ Shelton , Jennifer	Heriford, Sirna, Wilkinson
✓ Sirna, Rich	Steiniger, Heriford, Coach Jen, Cunningham, Kessinger, Dayal, Mellott, Morgan
✓ Spencer, Neil	Foster, Mellott, Airey, Turner, Hawkins
✓ Steiniger, Keith	Shelton, Bell, Sirna, Darby, Phar, Adams, Heriford, Kessinger, Giordano, Foster, Hutchison,
Mortko, Williamson, Allen	
Stone, Janet	
Turner, Kevin	
Webb, Tyler	
✓ Wilkinson, Ann	Pickering, Darby, Shelton, Heriford, Stone
✓ Williamson, Beverly	Darby, Pickering, Adams, Dayal, York, Steiniger
Wolverton, Rick	
✓ York, Kevin	Kessinger, Williamson, Steiniger, Hawkins, Morgan, Adams, Heriford, Bovard, Darby, Steiniger,
Wolverton, Hawkins, Phar.	

**Guests:**           None

**JOIN US FOR BREAKFAST  
THIS THURSDAY AT  
THE HY-VEE GROCERY STORE  
8501 West 95th St.  
Overland Park, KS 66212**

**TAKE YOUR EASIEST WAY TO GET TO I-435 AND ANTIOCH, OR YOUR BEST EAST / WEST STREET, EITHER 103RD OR 95TH ST. HEAD TO ANTIOCH AND 95TH ST. STORE IS LOCATED ON THE SOUTHEAST CORNER OF 95TH AND ANTIOCH. GO INSIDE AND TO YOUR RIGHT PAST THE FIRST FOOD COUNTERS. YOU CAN TAKE THE STEPS OR USE THE ELEVATOR AND COME TO THE BAR AREA UPSTAIRS.**

**JOIN US AT 7 AM BEFORE BREAKFAST FOR NETWORKING AND FUN! SEE YOU THERE!**

