

PROSPECTOR'S BREAKFAST CLUB

October 31, 2013

www.prospectorsclub.com

WHERE ARE WE MEETING AT?

Deer Creek Country Club,
located at 7030 West 133rd
St., OPKS 66209

Meet and Network at 7 AM

Breakfast at 7:25 AM with
Announcements and Program
to follow.

HALLOWEEN IS NOT THE ONLY TIME OF YEAR WHEN YOU NEED A COUNT (DRACULA) AROUND, BUT PROPER "COUNTING" SHOULD BE DONE YEAR ROUND.

We have said it before, and we'll say it again. There are two people in your business world that are the

most important people that you will deal with during your working life, and they are your accountant and your attorney. We are glad we have both covered in our Prospectors group, but one came forward last week to expound on what he does and just why and how it gets done.

service to both individuals and businesses. These ventures have taken him to places like Texas, Hawaii, California, back to Texas, and ending up in Kansas, attending University of Kansas to get his Master's degree in Accounting. A magnificent accomplishment to say the least.

Working for American Century Investments in their Marketing Department. This helped Jim prepare to take a leap of faith in joining another CPA firm where he worked his way into a partnership with them. But he had that fire in his belly (not from Margaritas and a burrito) that told him it was time to try doing this on his own.

So about one and a half years ago, Jim began his own practice trying to differentiate himself from the other cookie cutter accountants.

He chose to not follow the accounting firm model of charging by the hour, and instead likes billing using a flat rate with a cap. He says he does not like to sell time, but rather his expertise.

(See Page 2...)

That expert is none other than **Jim Bell of James D. Bell CPA LLC**. As most of us, Jim has followed a varied career path to arrive at where he is today. He originally sold life and health insurance out of college, and eventually got into the computer business doing on-site

You only have to do a very few things right in your life so long as you don't do too many things wrong."

- Warren Buffet

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HALLOWEEN IS NOT THE ONLY TIME OF YEAR Cont'd from Page 1

And Jim has done little advertising while relying on his networking to draw in new clients. And he does not charge for an initial consultation nor does he keep track of phone time spent with you.

His father once told him if you take good care of people that your relationships will grow and prosper. And that has led to Jim having out of town clients he deals with in his business.

Jim does all the standard accounting you will need, uses and educates on QuickBooks, and does lots of tax and

trust work. Anyone that deals with their business, doing their books, money, or taxes would be a great candidate for him.

Jim has served the Club for several years as part of its Board, and we are glad he is there to answer our many and varied questions about our businesses. Thanks Jim for getting us the answers we so desperately need.

WHO'S SPEAKING NEXT?

Oct. 31st at Deer Creek CC Keith Steiniger of Proforma Marketing

Nov. 7 at Deer Creek CC –Chris Pickering of The Pickering Law Firm will direct a discussion on today's networking skills.

Nov. 14th at Deer Creek CC – Bert Oettmeier of Bert Oettmeier, DDS

Nov. 21st at Village Flower Co. – Das Hardin of Village Flower Co.



TRIVIA QUESTION:-

**HOW MANY EGGS DID COOL
HAND LUKE BET HE COULD EAT
IN AN HOUR?**

THIS WEEK'S PROSPECTOR NETWORKING LINK

Thought we would try something new and fresh, a bit of a challenge to engage each of us to become better networkers. Spread your wings, take a new outlook on giving and maybe getting something back in return. This will change each week.



This week's Prospector Networking Link is Mike Mellott of MEM

Accounting and Tax Service. What can you do to help Mike get to know you better? Who can you recommend to him? Or maybe you need to find out what you both have in common, i.e. schools, hobbies, sports, food, families. On some level, there is a connection. And maybe Mike might have or know of someone or something that may benefit YOU.

Please... at least make the effort. Here's Mike's info. Phone is 913-269-6585 or email him at mem8074@mac.com

Take 5 minutes, give him a call or send him an email, and let's see what happens.

PROSPECTOR'S BREAKFAST CLUB

HELP WELCOME OUR NEWEST MEMBERS !!!

Glad to have Chad Trondson of ComForce Senior Services, Health Specialists, as one of our newest members of Prospectors Club.



Be sure to Welcome Janine Terstriep of The Decorative Touch Ltd., a full service interior designer.



Last Week's Trivia Answer:-

The answer to last week's trivia question – The movie that starred Ronald Regan raising a chimp was titled ***“Bedtime for Bonzo.”***



As you can tell, this is a whole new venture into communicating within the Prospectors family. I hope you will bear with us as we tweek and refresh what has been a ho-hum newsletter at best. Each week we will try to add other pertinent information for you. If you have any ideas that you would suggest, please feel free to do so. You know who to talk to.

The Editor.....



"I think this means no candy."

PROSPECTOR'S Thank You's List

Adams, Linda

Airey, Doug

Ashurst, Amy & Chase

Beckner, Pat

Bell, Jim

Boehringer, Kevin

Bovard, Zach

Cunningham, Rick

Darby, Mike

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod

Giordano, Phil

Goodheart, Alan

Goodheart, Bruce

Hardin, Das

Hawkins, Darryl

Heriford, Alan

Holk, Dan

Darby

Sirna, Giordano, Stone, Morgan

Darby, Pickering, Adams, Phar

Giordano, Dayal, Sirna, Spencer, Goodheart

Hardin

Boehringer, Stone, Sirna, O'Bryan, Goodheart

Darby, Cunningham, York, Emerson, Goodheart

Cunningham, Shelton, Darby, Adams, Ashurst

Goodheart, Heriford, Hardin, Darby, Douglas

Phar, Mellott, Wilkinson, Cunningham

Phar, Eidson, Mortko, Dayal, Steiniger

Mortko, Cunningham, Hutchison, Darby, Pickering

York, Pickering, Rapp

Holland, Ed	
Hutchison, Ed	Heriford, Steiniger, Wilkinson, Hardin
Kessinger, Sandy	
Knapp, Bruce	
Mellott, Mike	Giordano, Spencer Wolverton
Morgan, Jeff	Giordano, Beckner, Wolverton, York
Mortko, Sheri	Hardin, Sirna Bros., Wolverton, Steiniger, Foster, Giordano
O'Bryan, Cliff	Adams, York, Williamson, Dayal
Oettmeier, Dr. Bert	
Page, Brad	
Phar, Matt	Goodheart, Heriford, York, Williamson, Bovard, Steiniger, Bell, Pickering, Giordano, Hardin
Pickering, Chris	Steiniger, Hardin, Spencer, Bell, Williamson, Douglas, Rapp, Shelton, Wolverton
Rapp, Bryan	Stone, Wilkinson, Steiniger, Turner, Knapp.
Shelton, Jeniffer	Adams, Bell, Bovard, Darby, Eidson, Felton, Pickering, Sirna, Steiniger, Williamson
Sirna, Richard Stone, Kessinger	Beckner, Boehringer, Bell, Shelton, Wolverton, Cunningham, Dayal, Hawkins, Heriford,
Spencer, Neil	Adams, Mellott, Pickering, Heriford, Emerson
Steiniger, Keith Emerson	Wolverton, Darby, Pickering, Morgan, Giordano, Mortko, Shelton, Heriford, Wilkinson, Phar,
Stone, Janet	Williamson X 2, Giordano, Rapp, Beckner, Sirna
Terstriep, Janine	
Turner, Kevin	Mellott, Rapp
Webb, Tyler	
Wilkinson, Ann	Hutchison, Giordano, Shelton, Rapp, Steiniger
Williamson, Beverly	Pickering, Adams, Mellott, Phar, O'Bryan, Stone, Shelton, Morgan
Wolverton, Rick	Morgan, Pickering, Cunningham, Sirna, Ashurst, Heriford
York, Kevin	Bell, Eidson, O'Bryan, Darby

GUESTS