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.

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 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...)

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
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.

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.

TRIVIA QUESTION:-

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

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.
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.

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.............
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
Shelton, Jeniffer Adams, Bell, Bovard, Darby, Eidson, Felton, Pickering, Sirna, Steiniger, Williamson
Sirna, Richard Beckner, Boehringer, Bell, Shelton, Wolverton, Cunningham, Dayal, Hawkins, Heriford,
Stone, Kessinger
Spencer, Neil Adams, Mellott, Pickering, Heriford, Emerson
Steiniger, Keith Wolverine, Darby, Pickering, Morgan, Giordano, Mortko, Shelton, Heriford, Wilkinson, Phar,
Emerson
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