

# PROSPECTOR'S BREAKFAST CLUB

November 14, 2013

[www.prospectorsclub.com](http://www.prospectorsclub.com)

## WHERE ARE WE MEETING AT?

Deer Creek Country Club,  
located at 7030 West 133<sup>rd</sup>  
St., OPKS 66209

Meet and Network at 7 AM

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

## THOUGHT YOU KNEW EVERYTHING ABOUT NETWORKING AND REFERRALS? BOY, WERE YOU WRONG!

Each of us continues to strive for being a success in our chosen endeavor. Whether that be making sales, serving our clients, or

leads. But others do it for support and advice, others for social interaction, and even others for getting new business.

Just like there is more than one way to skin a cat, there is more than one way to network properly. Most people refer to networking in a large group meeting. That is the most recognized form of networking. But it can be done by making a presentation, or meeting one on one with a person to exchange ideas or to gain knowledge the other may have from past experiences. You may feel more comfortable in a social meet-up atmosphere where there are no pressures other than to have a good time, this way enabling the flow of sharing ideas. And last, by sharing an activity, like a nature walk, picnic, ballgame, etc.

(See Page 2).....

managing a whole company. So who better to take us on a great journey than our own **Chris Pickering of The Pickering Law Firm**, who presented a plethora of information about networking and referring business?

Whatever your field of expertise, it seems though that one of the backbones of success is networking. And why do we network? It turns out mostly for gaining referrals and

*“I alone cannot change the world, but I can cast a stone across the waters to create many ripples.”*

– Mother Teresa

# PROSPECTOR'S BREAKFAST CLUB

## KNOWING EVERYTHING ABOUT NETWORKING AND REFERRALS ..... Cont'd from Page 1

Chris talked a lot about who we are and from where we come from. You learn a lot about people by hearing about their past experience. Because by learning about one's past, you can determine much about what the future holds.

As we begin those conversations, learning more about each other, and business takes place, how does one know if they have been driven to succeed? Much is determined by how we measure our value to others. In other words, is what you are giving away worth more than you are receiving? It is that "perceived value" that makes the difference in gaining one's respect and admiration.... And business.

So what is YOUR value in networking? It depends on who you decide to serve, how many there are, and the success you have in serving them. It is the customer's ultimate experience that will determine your success. So give referrals early on in a conversation, give them often, and don't count on getting anything in return immediately.

And when you hear your clients expressing interests or concerns, make sure, if you can, that you take care of as many of their concerns you might have been exposed to. Our example is Ed Holland, who tries to remember every person in his company that he can, so he can call them out by name when he makes his visits.

And lastly, after all is said and done, the best gift to give anyone is yourself – your knowledge of doing business, the professional advice you have accumulated from years of experience, and by lending your personal support so each and every chance meeting with someone you know or a new contact.

It is always a nice break to have meaningful discussions on topics that will benefit us all, and having Chris to facilitate that discussion is a benefit we should be grateful for having. Thanks Chris for teaching us better ways to grow our business.

### WHO'S SPEAKING NEXT?

Nov. 14<sup>th</sup> - at Deer Creek CC – Bert Oettmeier of Bert Oettmeier, DDS

Nov. 21<sup>st</sup> - at Village Flower Co. – Das Hardin of Village Flower Co.

Nov. 28<sup>th</sup> – NO MEETING – THANKSGIVING

Dec. 5<sup>th</sup> – at Deer Creek CC - Alan Goodheart – Goodheart's Jewelry Co.



TRIVIA QUESTION:-

WHAT U.S. UNIVERSITY'S  
TRUSTEES AWARD THE  
PULITZER PRIZES?

## THIS WEEK'S PROSPECTOR NETWORKING LINK

This may be the last week for this new feature, so maybe we want to learn more about your Prospectors, and maybe we don't. The plug may be pulled, but you're probably not reading this anyway. We'll see.



### This week's Prospector Networking Link is Dan Holk of Motivation

**Through Incentives.** Do you even know what MTI does? That is one good reason to talk to Dan. What can you do to help Dan 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 Dan might have or know of someone or something that may benefit YOU.

Please... at least make the effort. Here's Dan's info: - phone is 913-438-2600, cell – 913-226-4275, and email is – dan@mtievents.com

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

---

# PROSPECTOR'S BREAKFAST CLUB



## Last Week's Trivia Answer:-

The answer to last week's trivia question – The world's oldest golf course is located (surprise) in St. Andrews, Scotland, home to the British Open golf tournament.

## CHRISTMAS PARTY GETTING CLOSER!

Hard to believe but our annual Christmas Party is on Saturday, Dec. 7<sup>th</sup> at the Hallbrook Country Club.

If you were not at last week's meeting, we passed out a sheet (**see next page**) that shows you drink tickets available to purchase at the event that evening. We will be taking CASH ONLY, so be sure to visit your banks or ATM's according to your individual needs.

More details will be following in the coming days.

Hope to see you there in December!

# Prospectors Holiday Dinner

Cash Bar Pricing/Color

<u>Premium Wine</u>		\$11.00
<u>House Wine</u>		\$8.00
<u>Premium Liquor</u>		\$9.00
<u>House Liquor</u>		\$8.00
<u>Domestic Beer</u>		\$5.00
<u>Import Beer</u>		\$6.00
<u>Soda</u>		\$2.00

---

# PROSPECTOR'S Thank You's List

Adams, Linda Steiniger, Cunningham, Pickering	Heriford, Williamson, O'Bryan, Hutchison, Shelton, Bell, Spencer, Beckner, Sirna, Felton,
Airey, Doug	Goodheart
Ashurst, Amy & Chase	
Beckner, Pat	Giordano, Pickering, Morgan, Sirna, Adams, Heriford
Bell, Jim	Heriford, Pickering, York, Adams, Phar, Darby, Foster
Boehringer, Kevin	Williamson, Dayal, Sirna
Bovard, Zach	
Cunningham, Rick	Felton, Webb
Darby, Mike	
Dayal, Vivek	Sirna, O'Bryan, Goodheart, Knapp
Douglas, Kyle	Heriford, Stone, Pickering, York, Morgan
Eckinger, Bill	
Eidson, Ken	
Emerson, Bill	
Felton, Dr. Sean	Cunningham, Steiniger, York, Giordano, Adams
Foster, Rod	
Giordano, Phil	Steiniger, Kessinger, Mortko, Mellott, Stone, Beckner
Goodheart, Alan	Airey, Dayal, Darby, Mellott
Goodheart, Bruce	
Hardin, Das	Pickering, Sirna, Darby, Shelton, Hutchison, Morgan
Hawkins, Darryl	York, Pickering, Rapp, Felton, Spencer
Heriford, Alan Wolverton	Adams, Beckner, Bell, Darby, Douglas, Knapp, Phar, Pickering, Sirna, Spencer, Steiniger,
Holk, Dan	Darby, Webb
Holland, Ed	
Hutchison, Ed	Steiniger, Darby, Adams
Kessinger, Sandy	
Knapp, Bruce	Steiniger, Heriford, Goodheart
Mellott, Mike	Giordano, Spencer Williamson, Heriford
Morgan, Jeff	Sirna, Stone, Beckner, Wilkinson
Mortko, Sheri	Steiniger, Wolverton, Morgan, Hardin
O'Bryan, Cliff	Adams, Spencer, Williamson, Dayal

Oettmeier, Dr. Bert

Page, Brad

Phar, Matt

Pickering, Chris

Rapp, Bryan

Stone, Hawkins, Pickering, Hawkins

Shelton, Jeniffer

Sirna, Wilkinson, Darby, Williamson, Steiniger

Sirna, Richard  
Hardin,

Boehringer, Shelton, Steiniger, Stone, Heriford, Goodheart, Wolverton, Spencer, Adams,

Spencer, Neil

Darby, Heriford, Mellott, Sirna, Hawkins, Pickering, Boehringer, O'Bryan,

Steiniger, Keith

Wolverton, Darby, Pickering, Shelton, Hutchison, Heriford, Phar, Adams, Bovard,

Williamson, Giordano, Foster, Knapp

Stone, Janet

Wilkinson, Sirna, Mellott, Rapp

Terstriep, Janine

Wolverton, Cunningham, Williamson

Trondson, Chad

Turner, Kevin

Webb, Tyler

Holk, Cunningham, Darby

Wilkinson, Ann

Williamson, Stone, Morgan, Felton, Pickering

Williamson, Beverly

O'Bryan, Steiniger, Pickering, Adams, York, Shelton, Terstriep

Wolverton, Rick

Steiniger, Hutchison, Heriford, Rapp, Mortko, Sirna, York

York, Kevin

Williamson, Wolverton, Pickering, O'Bryan, Bell, Darby, Phar

## GUESTS

Cindy Heckman

Village Flower Co.

Gene Twomey

Brown Roofing