

PROSPECTOR'S BREAKFAST CLUB

January 23, 2014

www.prospectorsclub.com

WHERE ARE WE MEETING AT?

Deer Creek Country Club

7300 West 133rd St.

Overland Park, KS

Meet and Network - 7 am

Breakfast at approx.. 7:25

Program at 8 am

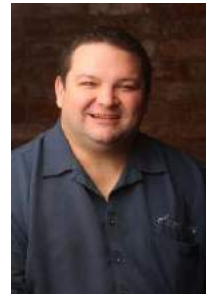
THE STATE OF THE ONION IS FRIED AND ROUND.

New President speaks out on history, improvements, successes and failures, growth, and jelly donuts.



It happens every year about this time. We find out what state our Prospectors Club is in. But we all know that it has weathered the best and the worst of times, and still remains the leader in Johnson County networking. This week we heard from our newly

elected President **Alan Heriford of Johnson County Automotive**. You see, Alan was introduced to the Club by Rick Wolverton who brought him in. Alan was so intimidated when he first arrived, but was



convinced that this would be a great fit for JoCo Auto. At the time, Alan commented that attendance was low for its members. And with two young kids at the time and struggling to make a go with his auto repair biz, it was so difficult to come to every meeting. But after being elected for the first time to the Board as Member at Large, he realized that maybe he should show up more often. He has grown to love Prospectors. He discovered early on that you get back what you put into it.

Alan says that running PBC is like running a business. You have to look for ways to continuously improve the Club, to fix problems as they arise. Prospectors is very pro-active. Many of us take the lead when our service is needed. It is a very special group; we are here for each other, not just looking out for "ME". And he pointed out that being a member has a true bonus – making great friendships, too.

He is committed to working harder at getting new members to join the club. Prospectors is definitely a group you can feel safe being a member. We have been discussing ways in which we can be a bit clearer in defining who we are, and who we need to add the core group to help each of us grow. Our purpose is to help make each of us get better in what we do and what we bring to Prospectors. You need to be thinking about who you can ask to join the group that will bring something to benefit the masses

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Cont'd - THE STATE OF THE ONION IS FRIED AND ROUND.

Alan wants to make an effort to clarify and define who we are, who we need to ask to become a part of this great adventure. So as you go through your vast network of people you use on a daily basis, think who you might want to invite to learn more about us and who would help grow YOUR business. Check with Rod Foster, our membership liaison, to make sure there is no conflicts with what other members do. No need to waste our time or theirs either. Newer members of the group need to rely on Rod's experience in helping us make those judgments. Even though we want to grow the group, we also need to respect our members and their guests.

The last thing Alan stressed was do not hesitate to make your suggestions or concerns heard to any member of the Board. Each of them will take these seriously and bring them to the Board for discussion and resolution. The Board is there to serve you in this way. Take advantage of them often.



And you never know – you just might see a surprise treat of jelly donuts at some future meeting (when Coach Jen is sleeping in that morning.)

RE New Members - What kind of business should we be thinking about that could help YOUR business prosper? Let's give that some thought over the next several weeks.

TRIVIA QUESTION:-

WHAT ARE THE SIX MURDER WEAPONS IN THE GAME OF CLUE?

WHO'S SPEAKING NEXT?

Jan. 23rd – at Deer Creek CC – Stacey Duncan of the Mid-America Chapter of the Leukemia / Lymphoma Society – LLS is the world's largest voluntary health organization dedicated to funding blood cancer research, education and patient services. LLS's mission is to cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families.

Jan 30th – at Deer Creek CC – Chad Trondson of ComforCare Senior Services

Feb. 6th – AT THE DECORATIVE TOUCH LTD. – AFTER HOURS – Jeanine Terstriep of The Decorative Touch

Feb. 13th – at Deer Creek CC – Kyle Douglas of Beautiful Outdoors

Feb. 20th – at Deer Creek CC - Linda Adams of Cherry-Pickers



THIS WEEK'S PROSPECTORS SPOTLIGHT MEMBER



This week's Prospector Spotlight Member is Keith Steiniger of Proforma Marketing and Promotion. How do you show your clients how unique you are, or Thank them for their continued business? There are an infinite list of ways you can do this. Bet you can't name them all. - Why not ask Keith what he can do to assist with this – he'll give you lots of fresh ideas. See what he can tell you and maybe he will learn more about you as you talk. Please... just give Keith a call. How about an early cup of coffee or tea, or an after-hours beverage? Here's Keith's' info: - phone is 913-735-2780, and email is – keith.steiniger@proforma.com

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Last Week's Trivia Answer:-

The answer to last week's trivia question – THE LADY THAT HAS HAD THE MOST APPEARANCES ON THE COVER OF TIME MAGAZINE IS

- THE VIRGIN MARY.

Politics in Prospectors



It was announced last week that our own Sandy Kessinger has been asked to run for an open seat on the Grandview, MO Board of Aldermen – election scheduled for the first week in April. Sandy says she is very excited and nervous at the same time. It is so great to see those in power realize how great a person that Sandy is, and what a fine contribution she will make to her city she loves so much. Good Luck Sandy – we're behind you all the way! You go girl!

Party of the Century! (50+50)

Born again @ 50???

...BORN TO RIDE!

INNOVATIVE

Mark your calendars for February 7th, 5:30pm @ 2 West 52nd Street

DESIGN RENOVATION

531-2221-ARKITEC35@AOL

PLAY + BUILD + LIVE

...we both turned 50 this last year, 50+50=100. Our home turns 100 this next year ...even my motorcycle is almost 50. The Miata still has another 25 years to go before she turns 50 (we'll see??). 50 is good. In combination with the 10th annual Open House (always the First Friday in February) we're celebrating another great year in business. Record number of projects in 2013. I couldn't stop this gathering if I tried. Last year we invited over 10,000 people. Look for us on Facebook. Once again, we'll have beer/wine/munchies (nothing fancy), along with some musical performances by various musicians. Grand Piano will be available (BAD ART instrument of choice for Darryl). BAD ART will be on display (from years past) and as always, new BAD ART is anticipated. The ping pong table will be open on the 3rd floor (...but keep your pants on!), 3 fireplaces will be burning and all are welcome. Its always a good time. Bring your friends, we always go late, be nice to my neighbors and we'll leave the lights on. ...darryl & tracy

Darryl Hawkin's After The Fact at his Annual Soiree –
Be sure to read all the details and Save The Date!

Salespeople needed.....

Rod Foster of BancCard is looking for both local and regional sales people here in KC as well as the SW Missouri area. If you know someone that may be interested in a great opportunity in the credit card processing field, give Rod a call at 913-486-3714.

PROSPECTOR'S

Thank You's List

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

Oettmeier, Dr. Bert	Terstriep, Hardin, Bell, Darby
Page, Brad	
Phar, Matt	Bovard, Pickering, York, Bell, Heriford, Rapp, Hardin, Steiniger
Pickering, Chris	Beckner, Foster, Spencer, Shelton, Steiniger, Kessinger
Rapp, Bryan	
Shelton, Jennifer	
Sirna, Richard Heriford	Kessinger, Stone, Shelton, Spencer, Steiniger, Knapp, Bell, Mellott, Dayal, Morgan, York,
Spencer, Neil	Ashurst, Heriford, Felton, Sirna
Steiniger, Keith	
Stone, Janet	Goodheart, Sirna, York, Dayal
Terstriep, Janine	Knapp, Oettmeier, Foster, Rapp, Wolverton
Trondson, Chad	Pickering, Rapp, Felton
Turner, Kevin	
Webb, Tyler	
Wilkinson, Ann	Eidson, O'Bryan, Stone, Foster, Shelton, Sirna
Williamson, Beverly	Adams, Goodheart, Knapp, Rapp, Shelton, Giordano
Wolverton, Rick	Heriford, Ashurst, Mortko, Foster
York, Kevin	Dayal, The Sirna's, Phar, Brosseit, Williamson, Douglas

GUESTS – None
