

**PROSPECTORS CLUB**  
The Business Building Network

**Weekly  
Newsletter**

[www.prospectorsclub.com](http://www.prospectorsclub.com)  
March 20, 2014

THE BUSINESS BUILDING NETWORK

IN THIS ISSUE

## Does Hard Work and Perseverance Have It's Rewards? Just Ask Morgan Miller Plumbing!

Anyone who has been a member of Prospectors these past several years have come to realize the importance of taking part in some kind of Social Media format, or at the very least, trying to understand what is going on so you can talk intelligently to your clients about your company's mission.

**Jeff Morgan of Morgan Miller Plumbing** has immersed himself full force over the past 5 years into learning all there is to know about social media, **Facebook** in particular. And he still does NOT know it all. Jeff was asked by his high school buds at a reunion to stay in touch using FB. Two years in he found there were lots of platforms to be used. What he has learned about staying connected is that FB is a great place to have YOUR story told to many. He realized that this task called Facebook is daunting, and for

that reason, he has hired **Tosha**, who assists Jeff in getting the Morgan Miller message out there. She is what keeps their personality young and vibrant.

They post once a day – with that, they tell a story once a day about Morgan Miller. Using just social media and FB, last year Morgan Miller came in first in KC Source Link's *Battle of the Brands* beating out The Roasterie! (This year, Phil Giordano is into the Sweet 16 for this year's honors).

*Cont'd on Page 5....*



**Where We Are At This Week**  
The DEER CREEK COUNTRY CLUB. 7000 West 133<sup>rd</sup> St in OPKS. Meet at 7am; breakfast served at 7:25 am; program at 8am. Guests please contact Rod Foster, Membership, at 913-486-3714 before attending.

**SPEAKERS SCHEDULE** See Page 2

### This Week's Spotlight Member



**Ann Wilkinson of Wells Fargo Home Mortgage**

See Page 3

THANK YOU'S See Page 7



## UPCOMING SPEAKER SCHEDULE

Here is a list of our upcoming speakers. Please note some events are evenings or away from Deer Creek CC.

### **ARE YOU INTERESTED IN JOINING PROSPECTORS?**

Give Rod Foster, our Membership Chairman a call at 913-486-0778 or email at [rfoster@banccard.com](mailto:rfoster@banccard.com) before you visit our group so we can make sure there are no category conflicts with our current members.

**March 20<sup>th</sup> – Doug Airey of Doug Airey Home Care at Deer Creek CC.**

March 27<sup>th</sup> – Cliff O'Bryan of Benefit Brokers LLC at Deer Creek CC.

**April 3rd – Special Guest Speaker Jim McGraw – Marion Laboratories at Deer Creek CC – Prospective members and Guests Welcome - \$15 other than reg. members.**

April 10 – Mark Lowe of Contract Furnishings at Deer Creek CC.

April 17<sup>th</sup> – Rick Wolverton of Advanced Interiors at Deer Creek CC.

April 24<sup>th</sup> – Bryan Rapp of Bryan Rapp Agency at Deer Creek CC.



## SPOTLIGHT MEMBER OF THE WEEK

This week's Prospector Spotlight Member is Ann Wilkinson of Wells Fargo Home Mortgage. It's that time of year when people are thinking about buying a new home. Let Ann help with getting you pre-approved before you go shopping, and have her tell you what advantages the market has with rates still favorable to new home buyers. See what Ann can tell you and maybe she will learn more about you as you talk. Please... just give Ann a call. How about an early cup of coffee or tea, or an after-hours beverage? Here's Ann's info: - phone is 913-219-0264 and email is – [Ann.T.Wilkinson@wellsfargo.com](mailto:Ann.T.Wilkinson@wellsfargo.com) .

### THIS WEEK'S TRIVIA QUESTION -

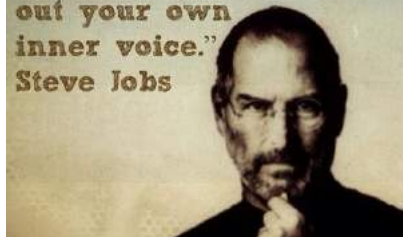
What South American body of water is known as *The Lake of the Clouds*?



ANSWER TO

### QUOTE OF THE WEEK

"Don't let the noise of others' opinions drown out your own inner voice."  
Steve Jobs

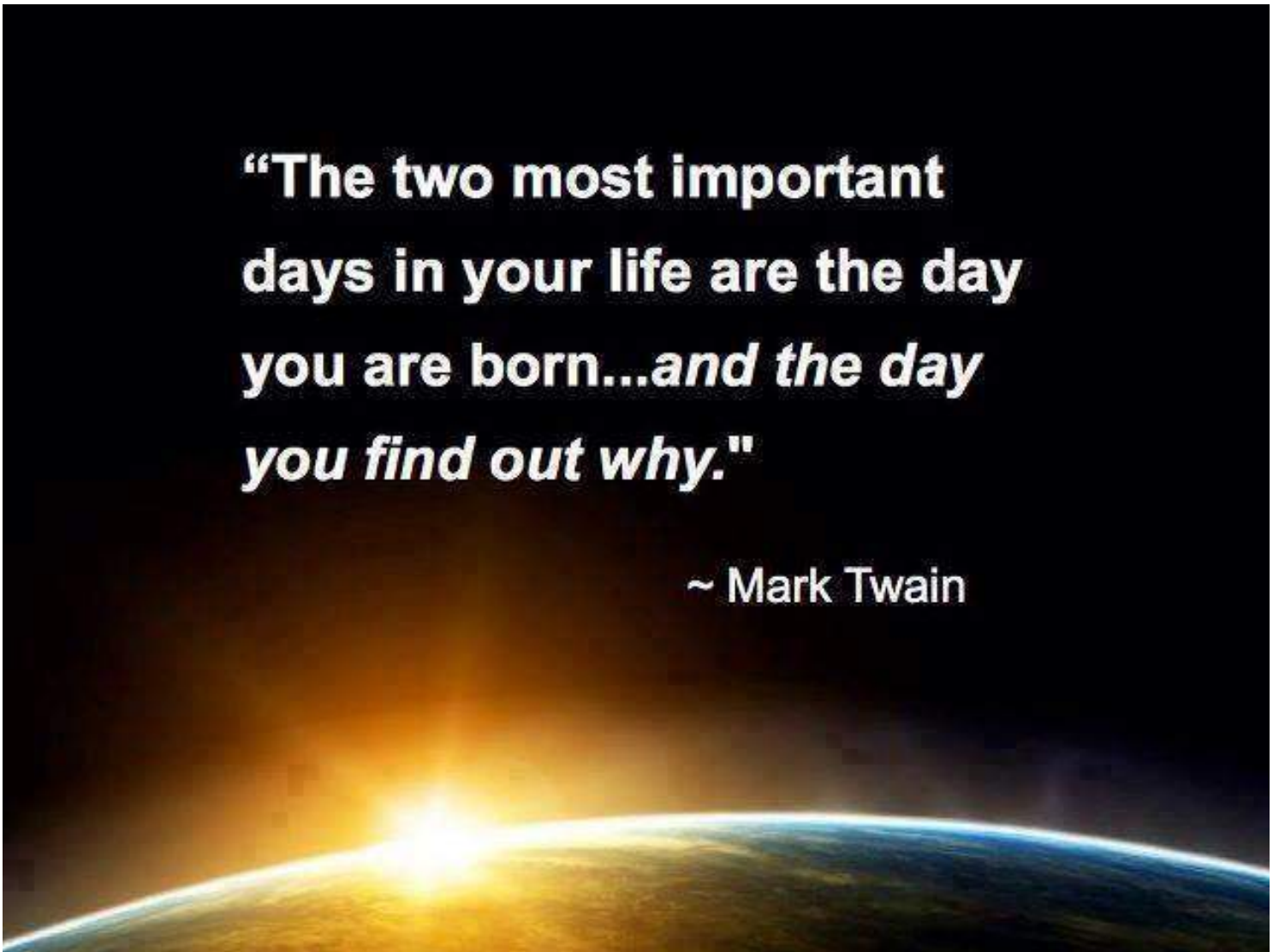


LAST WEEK'S TRIVIA QUESTION:-

THE PERSON WHO WAS KING ARTHUR'S  
QUEEN AND LANCELOT'S LOVER WAS  
GUINEVERE.

**“The two most important  
days in your life are the day  
you are born...*and the day  
you find out why.*”**

~ Mark Twain



## Does Hard Work and Perseverance Have It's Rewards? Just Ask Morgan Miller Plumbing! *Cont'd from Page 1 –*

But Jeff's efforts showed their rewards just a month ago. Tosha told Jeff to begin reading different blogs that he has an interest in, and make some comments in them.

As he was reading one blog, he noticed a comment posted by a VP at Facebook, so Jeff instinctively sent him a quick note telling him how Facebook has changed their business, and that it was a lot of work, but it seems to be paying off.

It was not more than a few weeks later that those in power at FB began a conversation that lead both Jeff and Tosha to be invited to a secret roundtable discussion and brainstorming session in Palo Alto, CA (all expenses paid). There were 12 businesses that each were using FB in a different way. 12 different worlds! For a day and a half, those at FB picked all their brains, and listened to what they were doing

and how they did it. They asked loads of questions using Jeff and other's expertise and experience to maybe help form the next big thing in social media.

The goal of Mark Zuckerberg and those at FB is to connect the world more and give them a platform to interact. Jeff described the FB campus like Candy Land. Most were under 31 years old. Coffee, candy, buffets of food and drink, free use of bicycles, Wi-Fi. You name it – it was there for the taking.

So now, everything at FB is changing – they are re-writing code. It is left to your imagination what this will be like two years from now. All we do know is that Jeff and Tosha have played a big part in what we as users of Facebook can look forward to seeing. Thanks Jeff and Tosha for being a part of something most of us can only dream about.

## **NEW DATE – APRIL 3, 2014** - Prospectors Club Power Breakfast with Jim McGraw of Marion Laboratories

Remember Ewing Kauffman? He was the owner of the Kansas City Royals and also started a pharmaceuticals company called Marion Laboratories. We are honored to announce our **Power Breakfast with Mr. Jim McGraw**, who was one of the original people involved in the growth of Marion Labs from its infancy.

**The author and presenter of this program is uniquely qualified.**



**Jim McGraw** is the former chief operating officer, corporate officer and board member of pharmaceutical firm Marion Laboratories, and former Chairman of the Ewing Marion Kauffman Foundation Board of Directors, a leading voice for quality education, entrepreneurship and free enterprise. Jim was there with Mr. K as Marion Labs became the hottest stock on Wall Street and made millionaires out of assembly line workers and secretaries. Jim will share his insights and experience while showing us ways to succeed in our businesses.

This is a great chance to bring guests to share the expertise of an outstanding speaker and mentor. When thinking of inviting guests, we should target prospective new members, past members in good standing, and other professionals with whom we have both business and personal relationships.

See next page.....

For this special Power Breakfast, the cost for all guests attending will be \$15.00. You can purchase your tickets online at Event rite by going to this link:-

<http://www.eventbrite.com/e/prospectors-club-power-breakfast-with-jim-mcgraw-tickets-10646218125>

We only have 60 seats available for our guests, **so please forward this** to those on your contact lists that would benefit the most as soon as possible. This will be a great opportunity to meet such a dynamic speaker and business guru.

If you have any questions, feel free to contact Rick Wolverton at 913-393-1985 or [rickwolverton@sbcglobal.net](mailto:rickwolverton@sbcglobal.net)

***WHY NOT BE A PART OF THE BEST NETWORKING  
GROUP IN JOHNSON COUNTY – COME JOIN YOUR  
FELLOW PROSPECTORS THIS THURSDAY!***

Prospectors Networking Breakfast Club

Meeting Date:

March 13, 2014

Attendance and Thank You's

- Adams, Linda
- Airey, Douglas
- Ashurst, Amy & Chase
- Beckner, Pat *Chris Pickering, Jim Bell, Linda Adams*
- Bell, Jim *Bev W, Chris P, Jeff M, Keith S, Matt P, Pat B*
- Boehringer, Kevin
- Bovard, Zach
- Brosseit, Mike
- Cunningham, Rick
- Darby, Mike
- Dayal, Vivek *Bev Williamson, Rick Sirna, Cliff O B, Kevin York*
- Douglas, Kyle *Rick W, Chase A*
- Eckinger, Bill
- Eidson, Ken
- Emerson, Bill
- Felton, Dr. Sean *RICH SIRNA, JEFF MORGAN, RICK CUNNINGHAM, RICK WOLVERTON, ROD FOSTER, ALAN HERIFORD*
- Foster, Rod *Das Harden, Rick Wolverton, Kevin York, Alan Heriford, Jim Bell, Sean Felton*
- Giordano, Phil *Jeff M, Rick W, Alan H, Sandy K, Das H, Jennifer Shelton*
- Goodheart, Alan *ANN WILKINSON, ED HUTCHISON, Beverly WILLIAMSON, RICK WOLVERTON*
- Goodheart, Bruce
- Hardin, Das *Phil G, Chris P, Rick S, Alan H, Matt P, Rod F,*
- Hawkins, Darryl *ALAN H., BRUCE RAPP, DOUG AIREY*
- Heriford, Alan
- Holk, Dan
- Holland, Ed
- Hutchison, Ed *Chase, Das, Alan G*
- Kessinger, Sandy
- Knapp, Bruce *BEV W, RICK W.*
- Lowe, Mark
- Mellott, Mike *GIORDANO, WOLVERTON, O'BREN, WILLIAMSON, STONE, SHELTON, DOUGLAS*
- Morgan, Jeff
- Mortko, Sheri
- O'Bryan, Cliff *Vivek Dayal, Linda Adams, Mike Mellott, Bev Williamson, Jeff Morgan, Mani Loure*
- Oettmeier, Bert
- Page, Brad
- Phar, Matt *Chris P, Jim B, Kevin Y, Keith S, Alan H, Das H,*
- Pickering, Chris *HARDIN, BECKNER, DOUGLAS, SHELTON, WILLIAMSON, WOLVERTON, BELL, DARRBY, SPENCER, TRONDSON*
- Rapp, Bryan
- Shelton, Jennifer *Bell, Cunningham, Darby, Giordano, Mellott, Sirna, Steiniger, Stone, Terstriep, Wilkinson, Williamson*
- Sirna, Richard *Kessinger, Hardin, Coach, Felton, Stone, Wolverton, Spencer, Bell, Giordano*
- Spencer, Neil
- Steiniger, Keith
- Stone, Janet *Mike M (2) Bev (2) Jennifer*
- Terstriep, Janine
- Trondson, Chad *Sandy Kessinger, Chris Pickering*
- Turner, Kevin
- Webb, Tyler
- Wilkinson, Ann
- Williamson, Beverly *Alan G, Jim S, Bruce K, Kirk D, Rod F, Jim B, Cliff O, Mike M, Sandy, Vivek D, Wo:1*
- Wolverton, Rick *BRUCE K. MORGAN MILLER (3), RICH S, CHRIS P, KEITH S, ALAN G, KEVIN Y, MIKE M, STEPHEN COAGRETON S*
- York, Kevin *MATT, RICK W, BEV, ROD, KYLE*

DAYAL  
HARDIN  
MELLOTT  
STEINIGER

GUESTS SIGN IN PLEASE

NAME OF YOUR BUSINESS

JOHN HUTCHINS  
MATT ROBERTS

SEAL MASTERS  
FOUNTAIN MORTGAGE

