



**Weekly
Newsletter**

**TONIGHT - AFTER
HOURS AT DISTRICT
POUR HOUSE -**

5:30 - 7:00

www.prospectorsclub.com

March 27, 2014

THE BUSINESS BUILDING NETWORK

IN THIS ISSUE

How To Take Care of Your Biggest Investment In Just Two Steps - What to Know More?

Home – it’s where most of us go at the end of the day. Security, protection from the elements, a place to relax, rest, and nourish our bodies and our souls. We are all so fortunate to have those places to return to each day. So how DO YOU take care of your investment?

Two things – pick up the phone, and call Doug Airey of Doug Airey Home Care. Doug is your go-to guy for all things related to home repair and home remodeling as well. He has developed his practical and people skills by being diversified in his work career. It spans the gamut from being a chef, owning a bowling alley, a printing plant, pecan farms, working on the Alaska pipeline, and owning rental properties, and even earned himself a pilot’s license.

It was his properties that got him where he is today. Those of you that

own property know that when something goes wrong, it behooves you to try and save your hard earned income by trying to fix it yourself. Sometimes that is a good idea – and others it is not. You learn over time what challenges you can take on, and what is best left to the experts. That’s where Doug learned his trade by trial and error. As a landlord for 30 years, he’s fixed a lot of stuff! There are times when you know what to do, but others not so much, and that is why you should get in touch with him sooner than later.

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Where We Are At This Week

The DEER CREEK COUNTRY CLUB. 7000 West 133rd 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



Sandy Kessinger of Bank Midwest

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 before you visit our group so we can make sure there are no category conflicts with our current members.

March 27th – 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 17th – Rick Wolverton of Advanced Interiors at Deer Creek CC.

April 24th – Bryan Rapp of Bryan Rapp Agency at Deer Creek CC.



SPOTLIGHT MEMBER OF THE WEEK

This week's Prospector Spotlight Member is Sandy Kessinger of Bank Midwest. Do you have a windfall that you need to deposit? Or how about financing for a project you want to bid on? You know Sandy can help with this and so much more. Her business savvy is beyond compare. See what Sandy can tell you and maybe she will learn more about you as you talk. Please... just give Sandy a call. How about an early cup of coffee or tea, or an after-hours beverage? Here's Sandy's info: - phone is 816-622-3203 and email is – skessinger@bankmw.com .

THIS WEEK'S TRIVIA QUESTION -

What U.S. state is the closest distance to the continent of Africa?



QUOTE OF THE WEEK

**IF YOU CAN'T
FIGURE OUT YOUR
PURPOSE,
FIGURE OUT YOUR
PASSION.
FOR YOUR PASSION
WILL LEAD YOU
DIRECTLY TO YOUR
PURPOSE.**

LAST WEEK'S TRIVIA QUESTION ?

The South American body of water known as *The Lake of the Clouds* is Lake Titicaca.

Vintage Vehicles & Vino!!!



Date: Saturday, March 29th

Start Time: 6:00 pm

Location: Armacost Car Museum (This venue is not open to the Public)

Address: 4200 E. 135th Street, Grandview MO 64030

Cost: \$20.00 per person Plus one bottle of wine per couple

Tour the Armacost Car Museum as you partake in a Blind Wine Tasting Challenge!

THIS VENUE IS NOT OPEN TO THE PUBLIC. The museum features two stories of fully restored vintage cars, mostly Studebakers, a couple of Ferraris, Corvettes, and some vintage bikes and motor bikes.

It opens twice a month for charitable events only, so don't miss this once-in-a-lifetime opportunity!

The night will include Hors d'oeuvres, games and access to some of the best silent auction items around!

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**TEAM IN
TRAINING®**

Pre-Registration is important - space is limited... FIND ADDITIONAL
DETAILS AND REGISTER AT

<http://pages.teamintraining.org/mid/ambbr14/vintagevehiclesandvino>

If you have questions or need further assistance you can email
us at: keithsteiniger@gmail.com

How To Take Care of Your Biggest Investment In Just Two Steps - What to Know More?

Cont'd from Page 1 –

Doug is best suited at basic home repairs, but his expertise has grown to be able to accommodate most remodeling, installing windows, re-doing rec rooms, siding, carpentry, baths, kitchens, and basements.

When asked who would be a good referral for his business, the answer was easy and straightforward – anyone who owns a home or property of any kind, and has problems that need fixing, or updating by remodeling or changing what they have to something practical and useful. Doug admits he usually has a solution to that PROBLEM that lurks in your home. But the solution he has will not be the least expensive means nor the most expensive solution. He does promise to give you the best value for your dollars using his experience and expertise to get the job done right and on schedule the best he can.

And with over 8000 tools and 2500 pieces of hardware on his truck, and maybe a quick trip to the local hardware store for some pertinent supplies, he is ready at a moment's notice to fix whatever issue you may have.

So when you have a laundry list of things that need special attention, or you are ready to make bigger changes in your living spaces, you now know who to call – Doug Airey. Thank you so much Doug for being there when needed by so many loyal Prospector clients.

DON'T FORGET – 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

IT'S COMING UP FAST – BE SURE TO MARK YOUR CALENDARS

PROSPECTORS ANNUAL PARTICIPATION IN THE

BREW TO BREW RUN,

HAVE A BLAST WHILE YOU RAISE \$\$ TO HELP FIGHT CYSTIC FIBROSIS

SUNDAY, APRIL 6TH

Brew to Brew is a point-to-point relay or solo race consisting of 10 legs of about four mile each. The total 43.1 miles include 18 miles of dirt or gravel, the rest is the shoulder of the road, part pavement, part gravel.

It starts at Boulevard Brewery in KCKS, and ends at Levee Park in Lawrence, KS

Sandy Kessinger, Jeniffer Shelton, and Alan Heriford are spearheading the group challenge. So get in touch with one of them soon if you want to participate. It is a truly fun event, and serves a worthy cause.

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

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Prospectors Networking Breakfast Club

Meeting Date: March 20, 2014

Attendance and Thank You's

- Adams, Linda Pat Beckner, Alon Herford, Beverly, Keith, Cliff, Sean, Jen S
- Airey, Douglas Jim Bell, Daryl Hawkins
- Ashurst, Amy & Chase Janine T, Rick W, Ed F, Keith S, Sean F.
- Beckner, Pat
- Bell, Jim Beverly, Chris P, Keith S, Jen S, Pat B, Matt P.
- Boehringer, Kevin
- Bovard, Zach
- Brosseit, Mike
- Cunningham, Rick Jen S.
- Darby, Mike
- Dayal, Vivek Kevin Y, Bruce K, Rich S, Cliff O'O, Kevin Boehringer
- Douglas, Kyle
- Eckinger, Bill
- Eidson, Ken
- Emerson, Bill
- Felton, Dr. Sean KEITH S, MIKE M, SIMON W, ALAN G, ALAN H, COACH JON, JEFFREY, LINDA A, RICK W, PHIL G, DARYL H
- Foster, Rod MARK L, DARYL H, DAS HARDIN, Kevin York, Rick Wolverson, Jim Bell
- Giordano, Phil Sandy K, Beverly W, DAS HARDIN
- Goodheart, Alan Eidson, Knapp, Morgan Shelton, Williamson Sirna
- Goodheart, Bruce
- Hardin, Das Alan H, Matt P, Chris P, Rich S, Rob F, Mike D, Jen S, Ed H, Kent E,
- Hawkins, Darryl MARK L, Daryl A, KEITH S, RICH S, Sirna
- Heriford, Alan
- Holk, Dan Jeff Morgan, Alan Herford
- Holland, Ed
- Hutchison, Ed
- Kessinger, Sandy Phil G, Rich S, Mike D, Chris P, Brew to Brew team, Keith S, Mike B, Chase T,
- Knapp, Bruce VIVEK, Janine, Jennifer S AND W, BIEV W.
- Lowe, Mark Darryl Hawkins, Beverly Williamson, Rick Wolverson, Chris Pickering
- Mellott, Mike
- Morgan, Jeff Rick W, Dan Holk, Cliff O, Jim Bell,
- Mortko, Sheri Beverly W, Rick W, Alan H
- O'Bryan, Cliff
- Oettmeier, Bert DAS HARDIN, Janine Terstriep, Pat Beckner
- Page, Brad
- Phar, Matt Keith S, Kevin Y, Chris P, Jim B, Zach B
- Pickering, Chris HARDIN, Beckner, Douglas, Shelton, Daryl, Williamson, Lowe, Keith Steimiger, Bill, Dan, Kessinger
- Rapp, Bryan
- Shelton, Jennifer
- Sirna, Richard Kessinger, Coner Herford, Harin Dayal, Spencer, Sean, Phil G, Gualano
- Spencer, Neil Knapp, Pickering, Sirna, Steimiger
- Steiniger, Keith Wolverson, Bell, Mortko, York, Adams, Williamson, Morgan, Holk, Beckner, Spencer, Phar
- Stone, Janet
- Terstriep, Janine Cliff, Chase & Amy, Phil G, Beverly, Phil O, Shawn, Linda, Vivek, Jennifer
- Trondson, Chad
- Webb, Tyler
- Wilkinson, Ann Kevin Steimiger, Bruce Knapp, Mike Darby, Das Hardin
- Williamson, Beverly Janine T, Rick W, Linda A, Keith S, Jim B, Mike H, Vivek D, Bruce K, Cliff O'Bryan, Jen S, Mark Lowe, Phil G
- Wolverson, Rick
- York, Kevin JEFF M (Z), SIMON W, CHARLIE A, MARK L, ALAN H, RICH S, JENN S.

GUESTS SIGN IN PLEASE

NAME OF YOUR BUSINESS