



**Weekly
Newsletter**

www.prospectorsclub.com

June 12th, 2014

Got A Lotta Stuff? Better Make Sure Your Stuff Is Insured Just In Case....

None of us know how we do it, but over the years we accumulate lots of stuff. Some stuff is more expensive than other stuff. The more stuff we get, the bigger house we need to keep all our stuff in. And when we have expensive stuff, we need to protect it so if something happens to it (damaged, lost, or stolen), we can go and replace the stuff with more stuff. That in a nutshell is the concept of insurance.

Now I am sure that **Bryan Rapp of the Bryan Rapp Agency** will say there is a lot more technical explanation for what he does, and he is probably correct, but we're not too far off base.

Bryan has been in and around the insurance arena since he's graduated college. He began by working the Claims division for both Farmers and American Family Insurance companies. That is where he learned the ropes and how to treat their clients. He took every claim personally and made it his business to let each claimant know that they are getting the best customer service that he could provide.

That has carried over to him owning his own agency and making sure his clients get that same feeling he provided years ago. Great customer service is the added value clients appreciate.

Bryan talked about his company – American Family - it being a fairly conservative one over the years. But don't let that fool you – it is a great, solid winner in its industry. For higher risk persons or companies, he works with the brokerage department; no question is too silly. Just call Bryan and he will let you know or find the answer.

One of the best things that makes life easier for all is AmFam's Claims Dept. They are awesome. They know how much they pay out in each category of claims made.

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Where We Are At This Week

We are at Deer Creek CC, located at 7000 W. 133rd St., OPKS; Meet at 7 am; breakfast at 7:25; speaker at 8 am

SPEAKERS SCHEDULE See Page 2

This Week's Spotlight Member



Alan Heriford of Johnson County Automotive

See Page 3

THANK YOU'S

See Page 5



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.

June 12th – Ken Eidson of RBC Wealth Management will speak at Deer Creek CC.

June 19th – Mark Lowe of Contract Furnishings will speak at Deer Creek CC.

June 26th – Dan Holk of Motivation Through Incentives will speak at Deer Creek CC.

July 3rd – NO MEETING THIS WEEK

July 10th - To Be Announced



SPOTLIGHT MEMBER OF THE WEEK

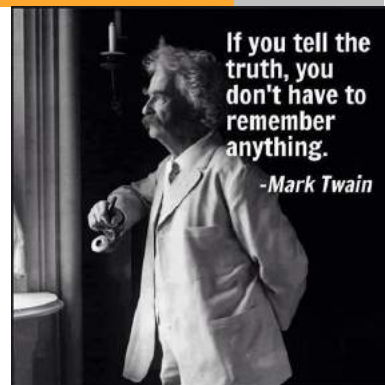
This week's Prospector Spotlight Member is Alan Heriford of Johnson County Automotive. Summer or winter – there's always something that needs attention when you own an automobile. Change the oil, coolant, brakes, or God forbid – something major! Hope not, but if so, Alan, Ernie, and crew are there for you. Want to know more? Please... just give Alan a call or email. How about an early cup of coffee or tea, or an after-hours beverage? **Here's Alan's info:** - phone is 913-432-1721 and email is – alan@jocoauto.com .

This Week's Trivia Question:-

What were the respective occupations of Ralph Kramden and Ed Norton ?



QUOTE OF THE WEEK



LAST WEEK'S TRIVA QUESTION ?

The first successful U.S. billionaire was none other than John D. Rockefeller (hence, the Rockefeller Center in NYC).

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The one category that eludes them each year are storm related losses. It seems there is no way to predict how many storms will occur or how severe they are. You see, 2011 was the worst year for storm related losses.



In contrast, last year was Bryan's best year ever. He says it comes from being competitive in his premium pricing, and giving his client's great customer service that keeps them renewing their policies with him.

Bryan says that he still depends on his industry's "bread and butter" categories

for his success – home, automobile, and life insurance. And in today's "sue them for all they got" world, it behooves everyone to have an umbrella policy onto your existing one, so when something catastrophic does occur, or you are involved in a horrific accident, you have coverage if and when someone chooses to sue you. Very important to at least have this conversation.

Lots to think about was covered in a very short time frame. So, maybe take the time and sit down with Bryan and discuss what are the best options for you and your family.

Bryan – thanks for being there when we need you most. We hope we don't need it, but we can rest at night knowing we are covered properly.

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

UPCOMING EVENTS:-

June 21 – Progressive Dinner

July ? – After Hours event at KC Bier

Sept. 18th – Golf Tournament

Dec. 6th – Christmas Party at Hallbrook Country Club.

Our Annual PROGRESSIVE DINNER EVENT on Saturday, June 21st, is fast approaching.

We will begin the evening with appetizers and cocktails hosted by Mike Brosseit and Amy Draskovich, then head to dinner at the home of Janine Terstriep, and a fitting end to the evening with desserts at Patti and Kevin York's house.



*There are Sign-Up Sheets attached to this newsletter. If you have NOT signed up, you need to let us know if you are coming, how many will attend, and WHAT specifically you are bringing. So, for example, if you are bringing a dessert, tell us “brownies, biscotti, fresh fruit, pecan pie” – **but be specific please.***

You can sign up Thursday, or email Alan at abgoodheart@sbcglobal.net and he will make sure your

reservation is counted. We need to know if you are coming no later than WEDNESDAY, JUNE 18TH.

SIGN-UP SHEET FOR					
PROSPECTORS PROGRESSIVE DINNER PARTY					
SATURDAY EVENING, JUNE 21, 2014					
BEGINNING AT AROUND 5:30 PM					
COCKTAILS AT BROSEIT (TENTATIVE); DINNER AT TERSTRIEP; DESSERT AT YORK					
			CHOOSE ONE CATEGORY TO BRING!		
			TELL US WHAT YOU ARE BRINGING.		
NAME	YES OR NO	HOW MANY?	APPETIZER	SIDE DISH	DESSERT
Adams, Linda					
Airey, Doug					
Allen, Dick					
Ashurst, Chase & Amy					
Beckner, Pat					
Bell, Jim					
Belzer, Dan					
Boehringer, Kevin	YES	2	X		
Bovard, Zach	Wedding				
Cunningham, Rick	Y	2	X		
Darby, Mike					
Dayal, Vivek					
Douglas, Kyle					
Eckinger, Bill					
Eidson, Ken					
Emerson, Bill					
Felton, Sean	No				
Foster, Rod					
Giordano, Phil					
Goodheart, Alan					
Goodheart, Bruce					
Hardin, Das	NO-weddings				
Hawkins, Darryl					
Heriford, Alan					
Holk, Dan					
Holland, Ed					
Hutchison, Ed	No				
Kessinger, Sandy					
Knapp, Bruce					
Lowe, Mark					

		CHOOSE ONE CATEGORY TO BRING! TELL US WHAT YOU ARE BRINGING.			
	YES OR NO	HOW MANY?	APPETIZER	SIDE DISH	DESSERT
Mellott, Mike	YES	2	✓		
Morgan, Jeff					
Mortko, Sheri					
O'Bryan, Cliff					
Oettmeier, Bert					
Phar, Matt					
Pickering, Chris					
Rapp, Bryan					
Shelton, Jennifer	NO				
Sirna, Rich	YES	2			X
Spencer, Neil	YES	1 ?			
Steiniger, Keith					
Stone-Coleman, Janet					
Terstriep, Janine					
Trondson, Chad				✓	
Wilkinson, Ann	YES	2			
Williamson, Beverly	YES	2		✓	
Wolverton, Rick					
York, Kevin	YES	2			X
Webb, Tyler					

Bill Sirna

YES

2

X