



What Delights Young and Old Alike More Than Spending a Day at the Park.

Think back to YOUR childhood, and remember the memories of playing outdoors. You are at the park with your friends, running from one attraction to another. The swings. No – the slide! Or next the merry-go-round. Or the best yet – the teeter-totter! Sure you got a scrape or cut now and then, but a small price to pay for all the laughs, smiles, and joy you experienced as a child.

Last week we ventured out east to Grandview and the lovely new Meadowmere Park, hosted by our own **Sandy Kessinger of Bank Midwest**, our venture to the path less traveled. Always so much fun getting outdoors early in the morning, fresh air, good food, and pleasant temps.

It is so hard to believe that it has been 10 years since Sandy has joined our group. She was once a shy, timid associate getting her foothold in the banking industry. Look at her now – having passed through the ranks to being a Business Development Specialist, and also be an Alderman on the Grandview City Council. A far cry from her Southern upbringing.

Marrying at a young age and raising a family gives her an extra special

feeling as she sees a second generation begin their lives.

Enough about Sandy the person. How about Sandy the Financial Executive.

Her husband Don encouraged her to complete her education and to give corporate America a try. Sandy started with Bank Midwest in 1998, and her first day as a manager was 9/11/2001 – OMG! What to do! But she persevered and has taken the high road to banking success. 2004 she joined Prospectors, and 2007 became active in the Chamber.

She talked to us briefly about bank lending and what you would need to be successful in getting assistance from a bank. There are 5 things that you must have to score a loan or line of credit: - 1) character; 2) collateral; 3) conditions; 4) capital; and 5) capacity (cash flow).

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Weekly Newsletter

**BACK AT DEER CREEK
THIS WEEK.**

www.prospectorsclub.com

July 31st, 2014



**THIS WEEK we meet at the Deer
Creek CC, 7000 W. 133rd St,
OPKS - 7 am; breakfast AT 7:25;
SPEAKER AT 8AM.**

SPEAKERS SCHEDULE See Page 2

This Week's Spotlight Member



**Dr. Bert Oettmeier, of Dr. Bert
Oettmeier, DDS**

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.

July 31st – Chase Ashurst of The Rye Studio will speak at Deer Creek CC.

August 7 – Keith Steiniger of Proforma Ideology will speak at the Deer Creek CC.

August 14th – Mike Mellott of MEM Accounting and Tax Service will speak at Deer Creek CC.

August 21st – Membership Discussion Groups at Deer Creek CC.



SPOTLIGHT MEMBER OF THE WEEK

This week's Prospector Spotlight Member is Bert Oettmeier of Bert Oettmeier DDS. It's good to know Bert is there for us all if and when you need him. It is hard to change dentists. But if something changes, if you just have a question, or in case of emergency, know Bert is there for you. Why not just give Bert a call or email. Just give a shout-out! How about an early cup of coffee or tea, or an after-hours beverage? Here's Bert's info: - phone is 913-491-6553 and email is – ddsks@aol.com .

This Week's Triva Question:-

Who ran away when the boys came out to play?



QUOTE OF THE WEEK

The phone my sister has (she's six)



The phone I had when I was six



The phone my dad had when he was six



LAST WEEK'S TRIVA QUESTION ?

The New England state that does NOT border the Atlantic Ocean is Vermont.

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All of these are important in establishing a relationship with your banker and loan officer. Many of you will have no issues in getting established here. But for most, one of those 5 criteria are out of whack. So then what do you do? Sandy tells us how the SBA has programs to bridge that gap in getting you the funds you need.

They have an SBA Express form that is quick and easy, and also what is called a 504 program, where you commit to putting 10% down on the loan, and the bank contributes 50%, and the SBA kicks in 40%, so you have a piece of the action in guaranteeing the loan. And there

are more creative ways for Sandy to help you and your business to survive or to grow.

Give Sandy a call and let her tell you the many services she has at her beckon call. You'll be glad you spent the time talking to her.

And Sandy – keep rocking! You are awesome, and we know bigger things are in the works for you both in business and in the community at large. You're the best!

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

UPCOMING EVENTS:-

August ? – After Hours event at KC Bier

Sept. 19th – SAVE THE DATE - Golf Tournament at Hillcrest CC and After Hours at Coach's 2.5

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

Prospectors Networking Breakfast Club
Attendance and Thank You's

Meeting Date: July 24, 2014

- Adams, Linda _____
- Airey, Douglas _____
- Ashurst, Amy & Chase _____
- Beckner, Pat Mark Howe, Kevin B, Chris P, Anmol, Alan H
- Beli, Jim Alan G, Alan H, Benny W, Chris P, Kenan H, Matt P, Rick ad.
- Belzer, Dan _____
- Boehringer, Kevin _____
- Bovard, Zach _____
- Brosseit, Mike _____
- Cunningham, Rick Jon S.
- Darby, Mike _____
- Dayal, Vivek _____
- Douglas, Kyle _____
- Eckinger, Bill _____
- Eidson, Ken _____
- Emerson, Bill _____
- Felton, Dr. Sean _____
- Foster, Rod Keith Steiniger, Alan Heriford, Chase Ashurst, Alan Goodheart
- Giordano, Phil Rick W, Mike M, Sandy K, Pat B, Jeff M, Darrell H
- Goodheart, Alan Bell, Darby, Dayal, Hawkins, Hutchison, Pickering
- Goodheart, Bruce _____
- Hardin, Das _____
- Hawkins, Darryl KEVIN & BEAN P PHIL & RICK W.
- Heriford, Alan _____
- Holk, Dan _____
- Holland, Ed _____
- Hutchison, Ed the Good Alan
- Kessinger, Sandy Alan H, Rod F, Phil G, Jim B, Mike D.
- Knapp, Bruce Alan H, Rick W, Neal S, Darryl H.
- Lowe, Mark Keith Steiniger
- Mellott, Mike Douglas Goodland
- Morgan, Jeff Mike D, Kyle, Das Hardin, Rick Wolverton
- Mortko, Sheri _____
- O'Bryan, Cliff _____
- Oettmeier, Bert _____
- Phar, Matt _____
- Pickering, Chris _____
- Rapp, Bryan Jim Bell, Kyle Douglas, Darryl Hawkins, Jeff Morgan, Matt P, Ann Wilson, Chad T
- Shelton, Jennifer Cunningham, Wolverton, Sirna, Wilkinson, Darby, Ashurst, Williamson, Spence
- Sirna, Richard Cosin Shyng, Dayal, Hutchison, Kessinger, Heriford, Morgan, Goodland, Galut, Sam, Anmol
- Spencer, Neil WOLVERTON, KNAPP, HAWKINS, SIRNA, ADAMS
- Steiniger, Keith _____
- Stone, Janet _____
- Terstriep, Janine _____
- Trondson, Chad _____
- Webb, Tyler _____
- Wilkinson, Ann Just Stone, Pat Beckner, Jennifer Shelton, Bryan Rapp
- Williamson, Beverly _____
- Wolverton, Rick Paul G, Jim B, Keith S, Rick C, Alan d, Neal S.
- York, Kevin _____

GUESTS SIGN IN PLEASE

NAME OF YOUR BUSINESS

You never get a second chance to make a good first impression.”

-Will Rogers

10 Steps to Making a Fantastic First Impression

Our brains take in a huge amount of verbal and non-verbal cues almost instantaneously when we meet someone.

It takes just a quick glance, less than 7 seconds, for someone to evaluate you when you meet for the first time. In this short time, They will form an opinion about you based on your appearance, your body language, your demeanor, your mannerisms, your tone, and how you are dressed.

These first impressions can be nearly impossible to reverse or undo, making those first encounters extremely important, for they set the tone for the relationship that follows.

The moment that stranger sees you, they begin to determine: Are you someone to approach or to avoid? Are you friend or foe? Do you have status and authority? Are you trustworthy, competent, likable, and confident?

First impressions are more heavily influenced by nonverbal cues than verbal cues. In fact, studies have found that nonverbal cues have over four times the impact on the impression you make than anything you say.

You can't stop people from making snap decisions - the human brain is hardwired in this way as a prehistoric survival mechanism - However, you can understand how to make those decisions work in your favor.

So, whether they are in your career or social life, it's important to know how to create a good first impression.

So how can we make good first impressions? 10 steps!

1. Choose your attitude. People will feel your attitude instantly. Before you turn to greet someone, enter the room, or step on stage, think about the situation and make a conscious choice about the attitude you want to embody.
2. Straighten your posture. Status and power are nonverbally conveyed by height and space. Standing tall, pulling your shoulders back, and holding your head straight are all signals of confidence and competence.
3. Smile. A smile is an invitation. It is welcoming and says " I'm friendly and approachable."
4. Eye contact. Looking at someone's eyes transmits energy and indicates interest and openness. (To improve your eye contact, make a practice of noticing the eye color of everyone you meet.)
5. Raise your eyebrows. Open your eyes slightly more than normal to simulate the "eyebrow flash" that is the universal signal of recognition and acknowledgement.
6. Dress appropriately. Your outer appearance is your packaging. You don't have to spend a lot of money to look groomed and well dressed. Brush your hair and trim your nails. Decide, what is the appropriate dress for the meeting or occasion? In a business setting, what is the appropriate business attire? Suit, blazer, casual, jeans? And ask yourself what the person you'll be meeting is likely to wear. I always try to wear 1 step above what the crowd will be wearing so it looks like I am going somewhere better later.
7. Have something current to talk about. It's easier than ever to stay in tune with what happens in the world. People who don't know what's going on appear uninterested and unaware. Set your computer or mobile browser homepage to a site like Yahoo.com. That way, every time you are on the Internet, you can see what's happening in the feed. Watch The Daily Show on Hulu and listen to streaming NPR as well. Knowing what's going on will help you be a better conversationalist and find common ground with whomever you interacting with.
8. Take a genuine interest in others. When you listen to others, listen to listen. Don't do as many do and ignore what the other is saying simply waiting for a pause so you can continue your thought. Take an honest and genuine interest in their point of view, their thoughts, and what they have to say to you.

9. Be Positive. Your attitude shows through in everything you do. Project a positive attitude, even in the face of criticism or in the case of nervousness. Strive to learn from your meeting and to contribute appropriately, maintaining an upbeat manner and a smile.

10. Tone of voice. How do we interpret just one word ? : Hello.

Now go out and make some great first impressions.