



**Weekly
Newsletter**

www.prospectorsclub.com

Sept. 11th, 2014

Making Stressful Events Turn into Memorable Experiences Is What Real Estate Consultants Do Best

Stop and think about what happens every week when we have another Prospector get up and tell us about themselves. And every week, we are all blown away as we learn something new about those that we thought we knew everything about them. This week was no exception.

You see, there's a tall blond from Newton, KS that rules the roost when it comes to real estate in KC, and that is **Janet Stone of REMAX State Line**.

Seems that Janet was developing her work ethics long before she even knew what that meant. She worked in her father's auto business, doing many varied jobs, doing almost every job available. We learned that Janet grew up in a music family, and still enjoys that part of her life.



At a young age, Janet married and had children. Several years later, she ended that marriage, but then realized that she

needed to provide for her family. She knew from past experience that

commissioned sales was the way to new found monies that would help support them. Real estate seemed to be the answer.

Janet has since been in real estate for over 35 years. Her borrowing rates back then for a 30 year variable loan was at 20%! And that's with no caps! You would qualify your buyers back then, where now they come pre-qualified to you. Builders bought large bundles of bond money that helped support the RE boom. Today the paperwork is all handled by the lenders.

It's been nearly 6 years since the real estate collapse. But the market is coming back now. Prices are escalating as it has become a good market for both buyers and sellers. Janet stresses how important curb appeal is. Having the home looking its best makes for better responses to their offers.

See Page 4



THIS WEEK we meet at the Deer Creek CC, 7000 W. 133rd St, OPKS - 7 am; Breakfast at 7:25; Speaker at 8 am.

SPEAKERS SCHEDULE See Page 2

REFERRALS, IDEAS, SUGGESTIONS, AND "POSITIVE REINFORCEMENTS"

Doug Airey of Doug Airey Home Care

See Page 3

**THANK YOU'S
See Page 6**



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.

September 11 – Chris Pickering of The Pickering Law Firm at Deer Creek CC.

September 18 – NO MEETING

September 19th – Golf Tournament at Hillcrest CC – Tee off at approx. 11:30 am; After Hours at Coach's 2.5 at 135th and Grandview.

September 25th – Bert Oettmeier DDS at Deer Creek CC.

October 2 – Phil Giordano of Grade A Tree Care at Deer Creek CC.



REFERRALS, IDEAS, SUGGESTIONS, AND "POSITIVE REINFORCEMENTS"

THIS SPOTLIGHT MEMBER OF THE WEEK is **Doug Airey of Doug Airey Home Care**. Let's change our focus a bit and give a member each week at least *one referral, or a suggestion or idea to help them improve their business*. Really try and give Doug the best information you can. New ideas, thoughts, or referrals. And **DOUG - you be OPEN to accepting all the benefits we are ready to give you**. Here's Doug's info: - phone is 816-853-0359 and email is - douglasairey6710@yahoo.com

This Week's Triva Question:-

How long was the mission of TV's "Star Trek Enterprise" supposed to be?



QUOTE OF THE WEEK

SURROUND YOURSELF WITH



THOSE ON THE SAME MISSION AS YOU

LAST WEEK'S TRIVA QUESTION ?

The percentage of alcohol that constitutes 100 proof whiskey is just at 50% alcohol.

(Cont'd from Page 1) Making Stressful Events Turn into Memorable Experiences Is What Real Estate Consultants Do Best

She loves first-time buyers because she can educate them but mostly because they become a client for life. Janet said that 95% of her clients were either past clients or personal referrals.

REMAX State Line purchased REMAX First and combined two very strong offices into one. That has given Janet a chance to set up shop in her home and work with their open office platform, a great fit for her.

REMAX State Line is now #1 in total volume for the state of Kansas, and # 2 in the amount of transactions in the

REMAX network. This establishes REMAX's success in the Midwest region. She is licensed in both the state of Kansas and Missouri, and can refer to other REMAX agents in other cities when her client is moving, or when people are being transferred to K/C, and Janet gets the call. And that is where the latest technology has become a big part of her work. She is constantly keeping abreast of the newest and latest trends.

Janet is a longtime member of Prospectors, having served on its Board and as a Past President. Her smile and laugh greet you at 7 am, and just having her there every week gets your day started off right. Thanks Janet for all YOU do for us.

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

UPCOMING EVENTS:-

Sept. 9th – Prospectors Board Meeting – 5:30 at Coach's Wornall location.

September 9th – (Tues.) Kick-Off Party for Give-A-Bear Foundation at Coach's 2.5 in OPKS – 5:30 – 7:30 pm – see Page 5 or Kevin York for details.

September 2014 – After Hours event at KC Bier- 83rd & Wornall.

September 13th – Johnson County Automotive Customer Appreciation Day – Custom and Vintage Auto Show, BBQ Demos, Family Fun! Join US!

Sept. 19th – **SAVE THE DATE** - Golf Tournament at Hillcrest CC and After Hours for all members at Coach's 2.5 in Overland Park, KS

October – KC Tour of someplace – details forthcoming...

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

Give a Bear

10th SEASON 2014's schedule of events

Kick-Off Party

Tuesday September 9th
Time: 5:30 to 7:30
Place: Coach's South – 9089 West
135th St. OPKS

Pre-Register for the
Operation Give-A -Bear Auction
Food and Prizes=FUN!!!

6th Annual Auction & Benefit

Thursday October 16th
Time: 5:00 To: 9:30
Place: The Lodge at Ironwoods Park –
14701 Mission Rd. Leawood

Great Food, Drink, and Amazing
Auction Items and FUN!!!!

10th Annual Bear Assembly Day

Saturday November 29th
Time 10:00 to 12:00
Place: 16500 west 118th St. Olathe, KS

Have FUN while tying bows on bears
and get ready for Santa's Sleigh.
PIZZA lunch will be served when
finished

3rd Annual Santa's Bike Ride & Delivery

Saturday December 13th 11:00 - 2:00

Cyclists having fun while dressed as
Santa's, Reindeers and Elves
Delivering bears to good girls and
boys (young and old)





Hard to believe, but Erin Brown of Dolce Bakery has been doing the best pastries, cakes, pies, and cobblers for nearly 7 years, and she is planning her Open House at the bakery on Thursday evening, October 2nd to celebrate her Seventh Anniversary.

Mark your calendars, and plan on joining Erin and her staff for a great evening of decadence and delight! More details to come.

Dolce Bakery

3930 West 69th Terrace (Prairie Village Shops)

Prairie Village, KS 66208



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Prospectors Networking Breakfast Club

Meeting Date: Sept 4, 2014

Attendance and Thank You's

- Adams, Linda Alan Heriford, Keith S, Beverly, Chris, Mike Darby, Sean
- Airey, Douglas MIKE MELLON, LARS PICKERING
- Ashurst, Amy & Chase
- Beckner, Pat Ann Wilkinson, Jim Bell, Chris Pickering, Kevin B, Keith S, Alan H
- Bell, Jim Alan H, Bev W, Chris P, Jen S, Matt P, Pat B, Rick W,
- Belzer, Dan
- Boehringer, Kevin BECKNER, SIRNA, STEINKER, DARBY, PICKERING
- Bovard, Zach
- Brosseit, Mike
- Brown, Erin Sheri, Matt Phar, Keith,
- Cunningham, Rick Beverly W.
- Darby, Mike
- Dayal, Vivek CHRIS P, Rick S, Matt Phar, Kevin B,
- Douglas, Kyle
- Eckinger, Bill
- Eidson, Ken
- Emerson, Bill
- Felton, Dr. Sean
- Foster, Rod CHRIS P, Ann W, Pat B, Vivek D, Alan H, Alan G, Jim B, Chase A, Mike B, Janine T
- Giordano, Phil Keith S, Rick S, Rick W, Sheri M, Bev W, Mike M, Matt P, Alan H
- Goodheart, Alan Foster, Holk, Hutchison, Knapp, Pickering, Sirna Bros, Wilkinson
- Goodheart, Bruce
- Hardin, Das Heriford, Oettmeier, Pharr, Williamson, Mortko, Pickering
- Hawkins, Darryl KEVIN Y, JIMMY T. CHRIS P.
- Heriford, Alan
- Holk, Dan A. GOODHEART
- Holland, Ed
- Hutchison, Ed Alan H, Alan G, Chris P, Bev, Rick W, Janet, Ken, Keith
- Kessinger, Sandy
- Knapp, Bruce
- Lowe, Mark
- Mellott, Mike Away
- Morgan, Jeff Matt Phar, Mike Darby, Dan Holk
- Mortko, Sheri Erin, Keith, Alan G, Alan H, Rick, Das, Felice
- O'Bryan, Cliff Vivick Dayal, Janine T, Steve P
- Oettmeier, Bert DAS HARDIN, Beverly Williamson
- Phar, Matt Alan H, Jim B, Chris P, Vivek, Erin B, Keith S, Kimm Y, Phil, Das ZAC
- Pickering, Chris HARDIN, DOUGLAS, BELL, STEINKER, AIRY, BOEHRINGER, BECKNER, DARRYL, ASHURST, WILLIAMSON
- Rapp, Bryan
- Shelton, Jennifer
- Sirna, Richard Mortko, Steve P, Heriford, Giordano, Boehringer, Bill Spencer, Ann W, Daryl Eckinger
- Spencer, Neil Sean Felton, Phil Giordano, Alan Heriford, Chris Pickering, Ann Wilkinson
- Steiniger, Keith Heriford, Darby, Phar, Sirna, Mortko, Adams, Boehringer, Pickering, Wolverton, Giordano, Brown
- Stone, Janet Ed, Ann, Dan, Alan G, Ed, Janine
- Terstriep, Janine Janine Stone, Pat Beckner, Coach Jen, Darryl Hawkins, Mike Darby, Alan Good
- Trondson, Chad B. Rapp, S. Kessinger
- Webb, Tyler
- Wilkinson, Ann Pat Beckner, Kay Foster, Neil Spencer, Glenn Shelton
- Williamson, Beverly Linda H, Jim B, Phil G, Das H, Bert O, Chris P, Jen S, Ed H, Matt P, Rick
- Wolverton, Rick KEITH S (2), SHERI M, ALAN H, CHASE A, RICK S, PAUL G, MIKE M.
- York, Kevin

SPARR
ADAMS
STEINKER
HOLK

GUESTS SIGN IN PLEASE

NAME OF YOUR BUSINESS

You are
Invited to our...



We Love our Customers and Friends
Hot Grills...Hot Cars...Hot Fun...Cool Event!

Saturday, September 13, 2014

Noon to 4

JOCO Auto • 5829 Kessler

- Twenty truly "cool" cars
- Cool refreshments...to wash down hot-off-the-grill hamburgers & hot dogs
- Cool bouncy games for the kids
- Right down the street — 100's of cool cars at the

Turkey Creek Car & Motorcycle Show



A hot time to say **THANK YOU**
to all our customers and friends.

We appreciate your continued
support. Hope you can join us.

www.JocoAuto.com • 913-432-1721