



## *The Top 7 Things Hurting Your Business (That you may not even know about)*

You look out your window and you see it's raining. So what is your mood or disposition? How do you feel? Making it rain is like making money – it is a result. So we should begin to see ourselves as visionaries. We need to be forthright in looking forward, not backward. Our ideas stem from our business acumen – thinking where we've been, where we are today, and where we will be tomorrow.

Steve Jobs was a true visionary – he took notice of lots of innovations and inventions and found a way to use them.

So who can get us to begin thinking in this positive direction? Earlier this year, Sandy Kessinger of Bank Midwest asked Chris Pickering of The Pickering Law Firm to make a presentation to her present and future clients on things that are hurting your businesses. Chris talked last week about those Seven Deadly Sins.

**One – No Business Plan.** We all should have a road map – a direction we wish our business to go. **Two – No Strategic Plan.** We need passion for what we do, and know what you are good at, then you can delegate the

things we don't do well. And know what we do that makes us more competitive. **Three – No Leadership Plan.** There should those responsible in your company making sure they are doing the right things, while your management levels are making sure that all are doing things right. Having the inspiration and motivation from the highest levels makes for a stimulated company. **Four - No Relationships with Business Professionals.** You need a true network of advisors ready to help you analyze and evaluate your business success. That includes a banker, CPA, marketing / advertising, technology and legal advice. Having these in place helps keep the business profitable.

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## Weekly Newsletter

[www.prospectorsclub.com](http://www.prospectorsclub.com)

Sept. 18, 2014



**NO MEETING THIS WEEK !!!**

**AFTER HOURS AT COACH'S 2.5  
AFTER GOLF TOURNEY FRIDAY!**

**SPEAKERS SCHEDULE See Page 2**

**REFERRALS, IDEAS,  
SUGGESTIONS, AND  
"POSITIVE  
REINFORCEMENTS"**

**Chase and Amy Ashurst of  
The Rye Studio**

**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](mailto:rfoster@banccard.com) before you visit our group so we can make sure there are no category conflicts with our current members.

**September 18 – NO MEETING**

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

September 25<sup>th</sup> – 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 **Chase and Amy Ashurst of The Rye Studio**. 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 Amy and Chase the best information you can. New ideas, thoughts, or referrals. And Chase and Amy - *you be OPEN to accepting all the benefits we are ready to give you.* Here's their info: - phone is 913-317-8682 and email is - [amy@theryestudio.com](mailto:amy@theryestudio.com) or [chase@theryestudio.com](mailto:chase@theryestudio.com)

### This Week's Trivia Question:-

What city is graced by the statue of Michaelangelo's "David"?



### QUOTE OF THE WEEK

"If **opportunity** doesn't **knock**, build a **door**."

Milton Berle

### LAST WEEK'S TRIVA QUESTION ?

The TV mission for the Star Trek's Enterprise spaceship was to be for 5 years.

*(Cont'd from Page 1)* **The Top 7 Things Hurting Your Business**  
*(That you may not even know about)*

**Five – Choosing the Right Entity.** Besides making sure you've planned your execution correctly, you need to make sure your business' structure is chosen correctly – specifically your entity designation. This is so important so you can control your company's vision, control the management of the business, and structure the officers and employees compensation correctly. **Six – No Track Record.** Work at establishing your business that solves problems and serves the employees well. **Seven – Having No Transfer Plan.** You've worked hard for years establishing yourself as a successful and profitable company. You do have lots of options to offer up a successor (family or inner management), siblings, or begin to develop current management, leaders to be in place to take over. Remember to choose the most capable child, not necessarily the first born one.

To bring this full circle, Chris addressed how important developing a relationship with your banker is. In order to have your bank know who YOU are, they need to learn more about you. Be sure to become a customer at your bank and show up there at least once a week. Take the time to donate time to a visible cause and become part of your community. When you are successful, try and share that success with those less fortunate. Specifically, take out a small loan – line of credit). And when the occasion arises, bring potential new customers to the bank.

So, with planning, leadership, execution and vision, you too can avoid the pitfalls of not being on the edge of innovation.

Thanks to Chris for his expertise and guidance in getting us on the fast track to success and focused in a direction that will take far into the future.

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

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***UPCOMING EVENTS:-***

***September 2014 – After Hours event at KC Bier- 83<sup>rd</sup> & Wornall.***

***Sept. 19<sup>th</sup> – 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. 6<sup>th</sup> – Christmas Party at Hallbrook Country Club.***

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*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 2<sup>nd</sup> 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 69<sup>th</sup> Terrace (Prairie Village Shops)*

*Prairie Village, KS 66208*

Prospectors Networking Breakfast Club

Meeting Date:

Sept. 11, 2014

Attendance and Thank You's

- Adams, Linda Alan H, Beverly, Keith, Sean, Mike Darby
- Airey, Douglas \_\_\_\_\_
- Ashurst, Amy & Chase \_\_\_\_\_
- Beckner, Pat Ann W, Jim Bell, Janine, Kevin Boehring
- Bell, Jim Alan H, Beverly, W, Chris P, Matt P, Ed P, Rick S, Rick W, Ken Y
- Belzer, Dan Keith, Janine, Rod Foster, Janet Stone, Phil G, Alan Herford, Neil Spencer
- Boehringer, Kevin BECKNER, SIRNA, STEINIGER, PICKERING, DARBY
- Bovard, Zach \_\_\_\_\_
- Brosseit, Mike \_\_\_\_\_
- Brown, Erin Sheri Mortko, Mike Mellott, Matt Mar, Keith, Rick, Rich, Jeff Morgan, Alan G.
- Cunningham, Rick \_\_\_\_\_
- Darby, Mike Linda Adams, Kevin Boehring, Ken E, Alan G, Das, Ed, Prospect Band, Keith, Janine, Ken Y.
- Dayal, Vivek Matt P, Rick S, Cliff G.
- Douglas, Kyle York, Wilkinson, Terstriep, Rapp, Pickering, Ashurst
- Eckinger, Bill \_\_\_\_\_
- Eidson, Ken \_\_\_\_\_
- Emerson, Bill \_\_\_\_\_
- Felton, Dr. Sean \_\_\_\_\_
- Foster, Rod Keith Steiniger, Alan Herford, Alan Gradle, Rick (Wolverton), Chase Ashurst, Mike Darby
- Giordano, Phil Matt P, Dan B, Alan H, Rick W, Mike M.
- Goodheart, Alan Hutchison, Pickering, Darby
- Goodheart, Bruce \_\_\_\_\_
- Hardin, Das \_\_\_\_\_
- Hawkins, Darryl KYLE D, KENINY, JANINE T.
- Heriford, Alan Jim B, Bev W, Das, Keith S, Kyle D, Lind A, Matt P, Mike D, Mike B, Pat B, Phil G, Rick W, Rick S, Rod F, Sheri M
- Holk, Dan \_\_\_\_\_
- Holland, Ed \_\_\_\_\_
- Hutchison, Ed Rick W, Keith, Janet S, Chris P
- Kessinger, Sandy \_\_\_\_\_
- Knapp, Bruce \_\_\_\_\_
- Lowe, Mark \_\_\_\_\_
- Mellott, Mike Brown, Giordano, Wolverton
- Morgan, Jeff I'm never in the office to know -
- Mortko, Sheri \_\_\_\_\_
- O'Bryan, Cliff \_\_\_\_\_
- Oettmeier, Bert Zach Bovard
- Phar, Matt Chris P, Rod, Jim, Zach, Ken Y, Keith, Vivek, Alan H, Phil, Erin, Beverly
- Pickering, Chris \_\_\_\_\_
- Rapp, Bryan Cliff T, Matt P, Sean F, Kyle D, Cliff G
- Shelton, Jennifer Terstriep, Cunningham, Wolverton, Sirna, Wilkinson, Ashurst, Williamson
- Sirna, Richard Herford, Brown, Goodheart, Steyer, Dayal, PB - Darby, Chris, Brown, York, Rod, Steve, Jan
- Spencer, Neil \_\_\_\_\_
- Steiniger, Keith Heriford, Darby, Phac, Sirna, Mortko, Adams, Boehringer, Pickering, Wolverton, Giordano, Brown, Big Man, Foster, Belzer, York
- Stone, Janet Dan B, Alan H, Brian R, Rick S, Janine, Mike E, Ken Y
- Terstriep, Janine Darby, York, Stone, Wilkinson, Coach Tenn, Beckner, Foster
- Trondson, Chad \_\_\_\_\_
- Webb, Tyler \_\_\_\_\_
- Wilkinson, Ann Keith, Steve, Alan H, Rod F, Pat Beckner, Jim Bell, Mike Brosseit, Janine, York
- Williamson, Beverly Linda, A, Jim B, Matt B, Jen S, Kevin Y, Alan H, Jim M, Terstriep
- Wolverton, Rick ROD F, KEITH S, JEFF M, ED H, KYLE D.
- York, Kevin Darryl, Kyle D, Jeff M, Bev W, Matt P, Keith S, Janet S, Janine T, Mike D

GUESTS SIGN IN PLEASE

NAME OF YOUR BUSINESS

Rick S, Mt. Ed, Sun Bell