



## *What Is The Destiny You Work Towards Every Day?*

Interesting how each of us has a destiny in our work. It is fate that we end up in the industry we choose. Such is the case when it comes to last week's speaker.

You see, **Kevin York of York Companies** began at a very early age for Kevin. He and his brother went into business together in 1980 doing just lawn care. Kevin also worked with his dad as a sales rep for lawn care products. Hence his background began to take shape. (But this was not a long term deal).

While doing their lawn care, they were approached by a client to install sprinkler systems in a subdivision called The Cloisters – 78700 sprinkler heads to be exact! So that's what got them into the irrigation business. And around this same time, they began building homes for developers and builders – the beginning of the construction division of York Companies.

What brought the most improvement to their business plan was in 1995 being in a Marty Group, and meeting Randy Oestreicher, a former member of PBC, who suggested he come to see what Prospectors is all about.

Once Kevin joined PBC, he has really never looked back. This new networking opportunity allowed him to open a branch of York Companies in the Lake of the Ozarks, and still is there today.

Then, in 2006, Kevin decided he wanted a pool for his home. He started doing research, and ended up with a great company that did fiberglass pools and spas. He ended up liking them so much, he was asked if he wanted to become a sales rep for them, and he said YES!

In 2012, he sold off his irrigation and outside lighting businesses to Kyle Douglas, and has now renamed the business "York Companies" putting it all under one succinct domain.

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## **Weekly Newsletter**

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

**Oct. 16, 2014**



**THIS WEEK'S MEETING AT DEER CREEK CC., LOCATED AT 7300 WEST 133<sup>RD</sup> ST., OPKS. MEETING STARTS AT 7 AM; BREAKFAST AT 7:25; SPEAKER AT 8 AM.**

### **SPEAKERS SCHEDULE**

**See Page 2**

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

**Erin Brown of Dolce Bakery**

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

**October 16 – Rod Foster of BancCard CC Processing at Deer Creek CC.**

October 23 – Darryl Hawkins of Innovative Design and Remodeling at Deer Creek CC.

October 30 – Jim Bell of James D. Bell CPA LLC at the Deer Creek CC.

November 6 – Erin Brown of Dolce Bakery AT DOLCE BAKERY LOCATION.

November 13 – Pat Beckner of Beckner & Associates at Deer Creek CC.



**REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”**

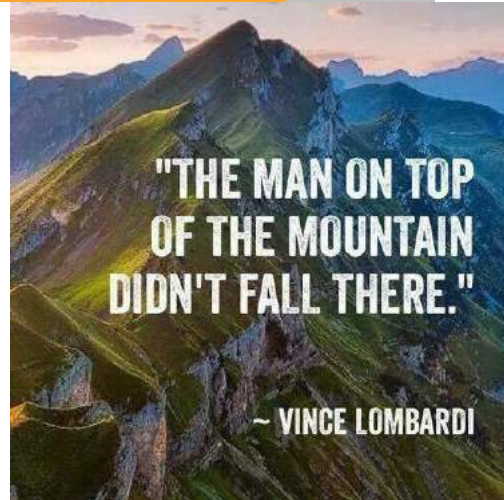
**THIS SPOTLIGHT MEMBER OF THE WEEK** is Erin brown of Dolce Bakery. *Let’s change our focus a bit* and give a member each week at least *one referral, or a suggestion or idea to help them improve their business.* Really try and give Erin the best information you can. New ideas, thoughts, or referrals. And Erin - *you be OPEN to accepting all the benefits we are ready to give you.* Here’s his info: - phone is 913-236-4411 and email is [erin@dolcebakes.com](mailto:erin@dolcebakes.com)

**This Week’s Triva Question:-**

*What Italian liqueur is made from bitter almonds? (Darby?)*



**QUOTE OF THE WEEK**



**LAST WEEK’S TRIVA QUESTION ?**

There is **ONLY ONE REFEREE** in an amateur or professional soccer game.

(Cont'd from Page 1) **What Is The Destiny You Work Towards Every Day?**

So today his emphasis remains in his varied construction projects here in KC and also at the Lake, and his new love of designing and building outdoor living spaces and cooking center, and also redesigning people's current kitchens into another livable space for the entire family. With those outdoor spaces come the fiberglass pools (fresh or salt water), and the decks and patios and water features that all come as part of that experience outdoors. And he has partnered with several other Prospectors all

coming together to make his projects come to life. Additions, pools, outdoor space – and more – “We Can Do It All!”

And Kevin has been an inspiration to those involved in his Operation Give-A-Bear project for many years. Thanks Kevin for all you strive to do to make life better for so many others.

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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:-**

**Thursday, October 16 – Operation Give-A-Bear Annual Auction – see next page for details.**

***Saturday, October 18th – KC Tour of Kansas City History – Tour Bus - \$25 per person. Noon. B.Y.O.B. Only a few spots remain – see Rich Sirna for FINAL reservations.***

***Thursday, October 23<sup>rd</sup> – The Decorative Touch Ltd. hosted by Janine Terstriep is having an Open House, SALE, and Happy Hour event – 14111 West 95<sup>th</sup> St., Lenexa, KS – 4pm to 8pm***

***Thursday, October 23<sup>rd</sup> – Women to Women Chat with an attorney, an accountant, financial advisor, mortgage banker, and insurance agent in a casual setting – First National Bank Center, 6201 College Blvd., 1<sup>st</sup> Floor, 7pm – 9pm – Refreshments. See attached info card and please RSVP to Ann Wilkinson.***

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

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**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)

**October 16, 2014 – 6<sup>th</sup> Annual Auction and Benefit for the Give-A-Bear Foundation. If you have a donation or want to buy tickets to attend, see Kevin York.**

*Women to Women*

**Thursday, October 23, 2014 7-9 pm**

**First National Bank Center**  
 6201 College Blvd 1st floor  
 Overland Park, KS 66211

**Refreshments provided**  
**RSVP's appreciated to [awilkinson@fnbk.com](mailto:awilkinson@fnbk.com)**  
**Questions: 913-266-7034**

Have you ever wished for a chance to chat with an attorney, an accountant, a financial advisor, a mortgage banker, and an insurance agent with no cost, no pressure, and no obligation? Just a chance to see what is new in each world and ask questions. An evening with friends old and new to see what's new. We'll bring the food and wine, you bring your questions.

**OFFICIAL ELECTION BALLOT**  
**FOR**  
**2015 Prospector's Board of Directors**

**PLEASE PUT YOUR NAME HERE:** \_\_\_\_\_

**Instructions:**

If you are attending this Thursday's meeting, we will have ballots there for you to fill out, or you can print this one, and have it ready to turn in Thursday.

If you **ARE NOT** attending this Thursday's meeting, **YOUR VOTE DOES COUNT!**

Please send your absentee vote for your choice of officers via fax to 913-451-8335 BY NO LATER THAN 5 PM WEDNESDAY, October 15, 2014.

*You will get only one vote – either by absentee OR at the meeting.*

Either way, please **BE SURE TO VOTE FOR YOUR FUTURE BOARD MEMBERS!**

**YOUR VOTE COUNTS!**

*(in alphabetical order)*

- |                          |                       |                       |                         |                        |
|--------------------------|-----------------------|-----------------------|-------------------------|------------------------|
| <i>President:</i>        | <i>(Circle One)</i>   | <i>Rich Sirna</i>     |                         |                        |
| <i>VP:</i>               | <i>(Circle One)</i>   | <i>Bert Oettmeier</i> |                         |                        |
| <i>Social:</i>           | <i>(Circle One)</i>   | <i>Janet Stone</i>    | <i>Ann Wilkinson</i>    |                        |
| <i>Membership:</i>       | <i>(Circle One)</i>   | <i>Vivek Dayal</i>    | <i>Chris Pickering</i>  |                        |
| <i>Programs:</i>         | <i>(Circle One)</i>   | <i>Linda Adams</i>    | <i>Phil Giordano</i>    | <i>Kevin York</i>      |
| <i>Members at Large:</i> | <i>(Circle Three)</i> |                       |                         |                        |
|                          |                       | <i>Pat Beckner</i>    | <i>Erin Brown</i>       | <i>Rick Cunningham</i> |
|                          |                       | <i>Sean Felton</i>    | <i>Mike Mellott</i>     | <i>Sheri Mortko</i>    |
|                          |                       | <i>Cliff O'Bryan</i>  | <i>Janine Terstriep</i> | <i>Rick Wolverton</i>  |

Thank You for participating in this year's election process.

**(SEE PDF FILE ATTACHED FOR PRINTING OUT)**

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- OCTOBER 9, 2014

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

- X Adams, Linda Beverly Wellman, Sen Felton, Alan Herford, Rick Sirna
- X Airey, Douglas Chris Darby, Mike Darby, Matt Phar, Mike Douglas
- Ashurst, Chase & Amy
- X Beckner, Pat Ann Wellman, Jim Bell, Chris Pickering
- X Bell, Jim Ben W, Chris P, Rich S, Rich W, Rod F
- X Belzer, Dan Keith, Phil G, Erin Brown, Neil Spencer, Chris Pickering, Jeff Morgan, Vin Holt
- Boehringer, Kevin
- X Bovard, Zach Phar, Steiner, Rapp
- Brosseit, Mike
- X Brown, Erin Sheri, Das, Matt Phar, Alan H, Alan G, Rich, Janet, Rick, Keith, Mike Darby, Vivek, Jennifer Shelton, Dan Belzner, Sean, Phil, Linda, Ann
- X Cocherl, Stephanie Chris Pickering, board of prospector members
- X Cunningham, Rick Ed H.
- X Darby, Mike Vivek, Keith, Big Bird, Rick Sirna, Sen Felton, Tamme Terstrip, Rod, Ed, Doug Argy, Ken Eidson, Dan Holt
- X Dayal, Vivek Bar V, Shawn F, Clifford, Richs, Zach B, Das H, P Hawkins, Phil G, Rick P, Aaron B, Bryan, Mike D
- Douglas, Kyle
- Eckinger, Bill
- X Eidson, Ken Bill Emerson
- Emerson, Bill
- X Felton, Dr. Sean COACH JEN, VIVEK, KEITHS, RICH S, ERIN B, PHIL G.
- X Foster, Rod Mike Darby, Das Hardin, Stephanie Cocherl, John Kennedy
- X Giordano, Phil Sean F, Keith S, Kyle D, Rick W, Vivek D, Ben W, Erin B, Dan B, Ann W, Mike M

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

Goodheart, Alan J. MORGAN, J. STONE, J. TERSTRIEP, D. HOLK, R. SIRNA  
C. PICKERING, E. BROWN, SEAN FELTON  
 Goodheart, Bruce \_\_\_\_\_

X Hardin, Das Alan A, Chris P, Rich S, Matt P, Vivek D, Erin B, Mike D, Erin B  
 X Hawkins, Darryl CHRIS P, KENNY, JANINE, T. TOSHA

X Heriford, Alan Linda A, Jim B, Mike B, Erin B, Mike P, Kyle D, Dash, John K  
Sheri M, Matt P, Jan S, Rich S, Keith S, Rick W, Kevin Q, The Board  
 X Holk, Dan Darby, GOODHEART

Holland, Ed \_\_\_\_\_  
 X Hutchison, Ed \_\_\_\_\_

X Kennedy, John F. ALAN HERIFORD, Rod Foster, Jeff Morgan, everyone for voting

Knapp, Bruce \_\_\_\_\_  
 Lowe, Mark \_\_\_\_\_

X Mellott, Mike Brown, Giordano, Markko

X Morgan, Jeff Kenny One  
 Mortko, Sheri \_\_\_\_\_  
 O'Bryan, Cliff \_\_\_\_\_  
 Oettmeier, Dr. Bert \_\_\_\_\_

X Phar, Matt Zach, Jim, Das, Erin, The York, Alan H, Beverly, Keith, Rick  
Dave A, Chris P, Rich Cerna  
 X Pickering, Chris Media, Douglas, BELL, SHELTON, AUREY, WILKINSON, BROWN

SIRNA  
 JARBY  
 ASHURST  
 STEINIGER  
 HAWKINS  
 PICKERING  
 BROWN  
 (all)

X Rapp, Bryan Rick W. Bill Emerson, Ann, Alan G, Sean, V. Vok, Rod, Mike

X Shelton, Jennifer Foster, Heriford, Pickering, Sirna, Terstriep, Wilkinson  
 Williamson

X Sirna, Richard Brown, Hardin, VORIC, Heriford, Goodheart, Coach, Jon, Sean, Keith  
Mike, Darby, Trust, Steve, Skinner, Bell, Mellott, Pickering, Proctor, Proctor, Board, Markko

X Spencer, Neil ROUG AUREY, LINDA ADAMS, ROD FOSTER, MATT PHAR,  
BEV WILLIAMSON, ANN WILKINSON, DAN BELZER

X Steiniger, Keith Darby, Phar, Pickering, Wolverton, Giordano, Brown  
York, Morgan, Bell, Shelton, Belzer, Wilkinson, Bovard, Sirna



**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

Stone, Janet Erin, Ken, Ed, Janine, ~~Graci~~ Linda Pros.

Terstriep, Janine York, Pickering, Goodheart, Coach Jen, Coaches  
Jim Blue

Trondson, Chad R. Foster, B. Rapp

Webb, Tyler \_\_\_\_\_

Wilkinson, Ann Stephanie Corral, Chris Pickney, Pat Redler, Erin Brown  
Phil Goodwin, Jen Shelton, Brian Steingard

Williamson, Beverly Jen Shelton, Jim Bell, Linda Flans, Vicki Dayal, Erin Brown, Matt P.

Wolverton, Rick KEITH S. BRIN B. JIM B. SPARK M. ANON H.

York, Kevin MATT, JEFF M, MILES, MIKE (LITTLE BIRD) D., KEITH S.  
JANINE T.

**GUESTS**

Name	Name of Business	Your Position (owner, sales, etc.)