



Weekly Newsletter

www.prospectorsclub.com

Oct. 23, 2014

A Whole New World Awaits – More Credit- Less Cash

Today you hardly see cash anymore. Most people carry credit or debit cards with them. You swipe at the grocers, the Quick Mart for gas, and when buying online, use your credit cards for that transaction too. It is a new world of credit!

It was 9 years ago that **Rod Foster of BancCard Credit Card Processing** saw the writing on the wall. Rod loves working with people – both kids and adults – learned many years ago when he got his degree in psychology. He got into sales of business checks and forms with McBee, and pursued that for 8-9 year covering the Midwest sector. But... he wanted to be home. A friend who had made the jump encouraged Rod to come aboard and to take advantage of the opportunity of getting into the CC biz. It did not take long to make that decision.

Rod has been doing that for about 9 years now, and has been a part of Prospectors ever since. He attributes much of his success to the sources and people he has dealt with over these past 9 years.

You see, Rod started from nothing. That first year he still wondered where ANY kind of business would

come from. But with a bit of hard work and perseverance, his dream began to become a reality.

When this all began, his group had just 8 people; now he has over 65, and is still to this day looking for good sales people today. He currently has business partnerships with over 20 different major banks and works with their business development managers to find the best rates for the bank's interests.

Rod has called his business a "Be There When You Me" attitude. His group is certainly not the cheapest when it comes to fees paid to the credit card company. For the past 7 years, he has excelled as Top Salesperson for his company – both in the number of new businesses and the dollars of growth. Amazingly, his business is constantly growing.

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THIS WEEK'S MEETING AT DEER CREEK CC., LOCATED AT 7300 WEST 133RD 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"

Zach Bovard of Tight Solutions

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.

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.

November 20 – Das Hardin of Village Flower Co. AT VILLAGE FLOWER CO IN PRAIRIE VILLAGE SHOPS

November 27 – NO MEETING – THANKSGIVING DAY



REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”

THIS SPOTLIGHT MEMBER OF THE WEEK is Zach Bovard of Tight Solutions. *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 Zach the best information you can. New ideas, thoughts, or referrals. And Zach - *you be OPEN to accepting all the benefits we are ready to give you.* Here’s his info: - phone is 913-991-6655 and email is zbovard@tightsolutions.com

This Week’s Triva Question:-

Who was a member of both The Dirty Dozen and The Magnificent Seven?



QUOTE OF THE WEEK

Friends are like UNDERPANTS...

Some crawl up your ass
 Some snap under pressure
 Some don't have the strength to hold you up
 Some get a little twisted
 Some support you
 Some are your favorite
 Some are cheap and just get bent out of shape
 And some actually DO cover your ass when you need them to!!

LAST WEEK’S TRIVA QUESTION ?

Amaretto is a sweet Italian liqueur that is made from almonds and apricot pits.

(Cont'd from Page 1) *A Whole New World Awaits –More Credit- Less Cash*

He could not let us leave without introducing us to all the things we will have to know about in the next 6 months. These include a new chip card that is gradually being introduced to the public. There is not much that changes except that now each credit card will have an encrypted chip placed inside each credit card. This new chip card is more secure, and by being more intuitive, it allows for better prevention of fraud.

In October of 2015, it will be mandated that every retailer that takes credit cards has a new, updated machine that will be able to start taking these new chipped credit cards.

The last big thing which you may have just heard of is the new modal wallet. You soon will be able to carry what is the equivalent of 3 credit cards and the iPhone will allow

you to use it to swipe at a checkout thus speeding up the process to get going.

When asked, some of Rod's best referrals include doctors and dentists offices, optometrists, orthodontists, B2B sales, sales of high dollar items, or people who put large amounts onto their credit cards (\$15- \$30 K).

Rod sits in a great place – with children poised to enter college to a young teenager, and a well-rounded cohesive family unit, it is no wonder that Rod is as much of a success as he is. And his contributions to the group have not gone unnoticed. That's Rod for making this much more fun, vibrant, and exciting for each of us, and for all you've done and continue to do .

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

UPCOMING EVENTS:-

TUESDAY, OCTOBER 21 – GAME ONE OF THE WORLD SERIES – SF GIANTS vs. KC ROYALS – 7:07 PM – ON FOX. LET'S TAKE THE CROWN !!!

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

UPCOMING EVENTS:

Thursday, October 23rd – 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., 1st Floor, 7pm – 9pm – Refreshments. See attached info card and please RSVP to Ann Wilkinson.

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

October 16, 2014 – 6th 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.



Congratulations to the 2015 New Board of Directors For Prospector's Breakfast Club

President – Rich Sirna

Vice President – Bert Oettmeier

Social Chairperson – Janet Stone

New Membership – Chris Pickering

Programs – Linda Adams

Members at Large (3)- Erin Brown – Sheri Mortko – Janine Terstriep

Secretary and Treasurer to be appointed by the President

Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

Oct. 16, 2014

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

X Adams, Linda Beverly Williamson, Keith Steiniger, Alan Herford,
Sean Felton

X Airey, Douglas NEW SPENCER, MIKE DART

X Ashurst, Chase & Amy Shirley, Alan H, Alan G, Phil G, Doug A, Mike D, Chris B,
Trevin T, Mike M, Ed, Rod F, Jen S, Jeff M,
Beckner, Pat

X Bell, Jim Chris P, Matt P, Ben W, Rick S.

Belzer, Dan

X Boehringer, Kevin BECKNER, SIRNA, STEINIGER, PICKERING, DAYAL, SPENCER

Bovard, Zach

Brosseit, Mike

X Brown, Erin Shari Morfko, Mike Mellott, Matt Phan, Janine Terstrop,
Keith Steiniger, Mike Darby, Jeff Morgan TWICE, Beverly Williamson
Cocherl, Stephanie Rich Cunningham, Ann Williamson

X Cunningham, Rick Ken E.

X Darby, Mike Chris P, Ken E, Keith S, Janet S, Erin B, Janine Terstrop, Doug Amy,
El Hutchins, Dan Holt, Kyle Douglas, Kevin York

X Dayal, Vivek Matt P, Rick S, Zack B, Cliff OB, Shawn F

Douglas, Kyle

Eckinger, Bill

X Eidson, Ken Janet Stone, Alan Herford, Matt Phan, Keith Steiniger,
Rich Cunningham, Mike Darby, Bryan Kapp

Emerson, Bill

X Felton, Dr. Sean Rich Sirny, Linda Adams

Foster, Rod

X Giordano, Phil Sean F, Rick S, Rick W, Keith S, Mike M,
Vivek D, JFK, Alan H, Kyle D

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

- Goodheart, Alan Chase/Amy Ashurst, Erin Brown, Rich Sirna, Janine Terstiep
 Rich Wolverton, Kevin York
 Goodheart, Bruce _____
- Hardin, Das Pickering, Heriford, Shelton, Williamson, Phar
Bill Sirna
- Hawkins, Darryl VIVIK DAYAL, JAWINE + KENIN YORK
- Heriford, Alan Phil G. Richs, Bruce K Ed, Dault, Sean S, Linda A, Keith S,
Rick W, Sheri M, JFK, Kyle D, Pat B, Neil S, Matt P, Ken F
- Holk, Dan DARBY
- Holland, Ed _____
- Hutchison, Ed Chris P, Alan H, James S, Ken E
M, Ke D
- Kennedy, John F. Neil Spencer, Phil Giordano, Rod Foster, Alan Heriford
- Knapp, Bruce All the Prospectors
- Lowe, Mark _____
- Mellott, Mike Brown, Giordano
- Morgan, Jeff _____
- Mortko, Sheri Brown, Mellott, Steiniger, Wolverton, Heriford
ASHURST
- O'Bryan, Cliff Viviek Dayal, Beverly Williamson, Alan Goodheart.
- Oettmeier, Dr. Bert _____
- Phar, Matt Keith, Rick W, Alan H, Vivek, Chris P, Tim B, Neil, DaultCoch
Darby, Rich Sirna, Erin B, Ken Eidsen
- Pickering, Chris HARDIN; DOWD; BELL; SHELTON; ALAN; HATCHISON; BECKNER; DARBY
ASHURST; STEINIGER; HURKAS; BOETTNER; BOON; PHAR; TERSTIEP
- Rapp, Bryan _____
- Shelton, Jennifer Terstiep, Cunningham, Heriford, Steiniger, Sirna, Wilkinson,
Williamson
- Sirna, Richard K. Skaggs, Daryl Williamson, York, Bill, Dault, Brian, Conn, Heavens
Fulton, Stance, Phar, Alan, Boettner
- Spencer, Neil Doug Alkey, Kevin Boehlinger, Daryl Hawkins, John Kennedy,
Matt Phar, Ann Wilkinson, Beverly Williamson
- Steiniger, Keith Darby, Phar, Pickering, Wolverton, Giordano, York
Morgan, Shelton, Sovard, Sirna, Mortko

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

Stone, Janet Ed H., Hannah, Rich S, Ken F. Paches
 Terstriep, Janine Darby, Coach Jen, Erin Brown, Cheri Piccarino
 Trondson, Chad _____
 Webb, Tyler _____
 Wilkinson, Ann Laura Shelby, Faith Steingard, Stephanie Cochran
 Williamson, Beverly Neil Spicer
 Williamson, Beverly Jen S, Neil S, Erin B, Vivek D, Jim B, Matt P, Linda A, Zach B
 Wolverton, Rick PAUL G. ALAN H. (2) RICH S. KATHY S. SHERRA M.
 York, Kevin _____

GUESTS

Name	Name of Business	Your Position (owner, sales, etc.)
RYAN NELSON	GROUNDS FOR A CAUSE	OWNER