



## *Coldest Day of Fall, and You Would Have Thought Is Was Springtime !!*

This year was extra cold outside for this early in the season. But that never makes our visit to Village Flower Co. any less enjoyable.

When we visit **Das Hardin of Village Flower Company** each November, it must be the official kick start to the Holiday season.



You can't even think of one business that is so nicely decorated and puts you into the Christmas spirit better than Village Flower. And you would understand why it is that way knowing Das' humble beginnings in college when, as a horticultural student, his first job there was at a flower shop in Manhattan, KS.

When he graduated, he came to KC working for other small floral shops, working up the ladder and finding his way, learning all the while. When the opportunity arose to possibly purchase his business, he had the knowledge to understand what to offer and how to negotiate. He still says it was the best move he ever made. He has truly maximized the space he has, and continues to work every inch with his merchandising.

Das knows his strengths, so he continues working the books and numbers, and leaving a lot of the

front end to Cindy who is great at matching product to their clients.

In the past year, Starbucks has built a totally new store and moved to where the old Waid's restaurant was located. Erin Brown has moved her Dolce Bakery business across the street and deeper into the PV Center's core. And Einstein Bros. Bagels has occupied the old Starbucks space, thus maintaining a good traffic flow of clients to their



strip all day long. Das' current space was a flower shop before he bought it, backed with D. W. Newcomer's Funeral Home money. But they were losing money each year before Das took the helm to the tune of about \$30K. And it was filthy.

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## Weekly Newsletter

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

**November 20, 2014**



**THIS WEEK'S MEETING AT DEER CREEK CC, 7000 WEST 133<sup>RD</sup> ST., OPKS; MEETING STARTS AT 7 AM; BREAKFAST AT 7:25; SPEAKER AT 8 AM.**

### SPEAKERS SCHEDULE

See Page 3

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

**Rick Cunningham of Cunningham Appraisals**

See Page 4

**THANK YOU'S**  
See Page 6

So Das played it cool, and did not get too excited about buying the business – or at least he did not put on like he was excited. But reality was he wanted that space BAD! He held on until he got what he wanted at the price he wanted. And once he signed the lease, he started cleaning it from top to bottom (it needed it!).



After being there for so long, he has come to the conclusion that the location is an ideal one, and he doesn't plan on making any moved in the next few years. So that has lead Cindy and Das deciding that there may be one more major remodel in the future. Exciting times lie ahead for Village Flower Co.



Das told us how November and December are two of his best months business wise. He has more revenue during the 6 week period leading up to Christmas than any

other 6 week period.



Mother's Day sales is mostly a 3 day event and Valentine's Day encompasses that week leading up to Feb. 14<sup>th</sup>.



Das has had in place for several years a Standing Order Program that waives his delivery charges if you schedule having flowers or plants delivered on a regular basis to someone or a company.



He has acquired sales to assisted living facilities and nursing homes because having fresh flowers around had made such a big difference to their residents.



He also talked about how his funeral business is no dead at all, but rather people are buying flowers and taking them to decorate the graves of their loved ones. Here Das just says he wished that they could have bought flowers for those they loved while they were alive and not waited until they were gone. But either way, he is happy they are thinking flowers as away to remember their loved ones.

Brick and mortar flower shops are slowly going by the wayside with the advent of internet sales and 800 sales. So having him maintaining his business when others are not.

Das – thank you for all you've done for the Club and for keeping us all informed about the proper care of our floral choices, and being there for some sad, but much more happy occasions that we celebrate with flowers and plants.



## 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.

**(PLEASE NOTE SPEAKER CHANGES)**

**November 20 – Pat Beckner of Beckner & Associates at Deer Creek Country Club**

November 27 – NO MEETING – THANKSGIVING DAY

December 4 – Stephanie Cocherl of First National Bank at Deer Creek CC

December 11 – Alan Goodheart of Goodheart's Jewelry at Deer Creek CC

December 18 – Annual White Elephant Gift Exchange and Breakfast at Deer Creek CC

December 25 – Christmas Day – NO MEETING

January 1 – New Year's Day – NO MEETING



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

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Rick Cunningham of Cunningham Appraisals. 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 Rick the best information you can. New ideas, thoughts, or referrals. And Rick - *you be OPEN to accepting all the benefits we are ready to give you.* Here's his info: - phone is 913-339-9321 and email is [rick@cunninghamappraisal.com](mailto:rick@cunninghamappraisal.com)

### Trivia Question:-

What TV comedian worked with White Fang, Black Tooth, and Pookie the Lion?



### QUOTE OF THE WEEK



Look at the chart and say the **COLOUR** not the word

**YELLOW** **BLUE** **ORANGE**  
**BLACK** **RED** **GREEN**  
**PURPLE** **YELLOW** **RED**  
**ORANGE** **GREEN** **BLACK**  
**BLUE** **RED** **PURPLE**  
**GREEN** **BLUE** **ORANGE**

#### Left - Right Conflict

Your right brain tries to say the colour but your left brain insists on reading the word.



### LAST WEEK'S TRIVA QUESTION ?

The famous motto of the Three Musketeers is - All for One, and One for All.

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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:-***

***TONIGHT – (NOV. 19 – 5:30 PM TO ?) – AFTER THE FACTS HOSTED BY  
PHIL GIORDANO AND ROD FOSTER – AT PHIL'S NEWEST GRADE-A-  
TREE LOCATION – 13404 Holmes Road, Martin City, MO 64145 (across  
from Margarita's).***

***Dec. 2<sup>nd</sup> – Joint Meeting of bot the Old and New Board of Directors at Coach's Bar  
& Grill – 5:30 pm.***

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

***VERY IMPORTANT – OUR CUT-OFF FOR FINAL RESERVATIONS  
IS FRIDAY NOVEMBER 28<sup>TH</sup>. WE CANNOT ADD ANY TO THE LIST  
AFTER THAT DATE, AND IF YOU COMMIT TO RESERVING A  
SPOT, AND DO NOT SHOW UP, YOU WILL BE CHARGED FOR THE  
MEALS YOU RESERVE. PLEASE LET US KNOW YOUR  
INTENTIONS AS SOON AS POSSIBLE.***

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## 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

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### HELP WANTED ADS

**Keith Steiniger of Proforma IDology Marketing and Promotion** is looking for a warehouse person to help in fulfilling orders and involved in shipping and handling; a very active position with some light lifting.

If you know of someone that is looking for a great position and is actively looking for a unique opportunity, give Keith a call and let him know whom you have in mind. Keith can be reached at 913-735-2780.

**Alan Heriford of Johnson County Automotive** is looking for an experienced mechanic to join his great staff. Must have working experience – ASE Certification a bonus. Give Alan a call if you know of someone that wants a position in a growth oriented company. His number is 913-432-1721.

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- NOV. 13, 2014

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

Adams, Linda Beverly, Alan Henford, Bert, Doug, Jonnie

Airey, Douglas Don Hanky, NIN SIDELVER, JIMMIE ADAMS, KYLE DOUGLAS, Ann Johnson, Matt Hor

Ashurst, Chase & Amy \_\_\_\_\_

Beckner, Pat \_\_\_\_\_

Bell, Jim Beverly W, Chns P, Keith S, Rick W.

Belzer, Dan \_\_\_\_\_

Boehringer, Kevin HARDIN, BROWN, SIRNA, PICKERING

Bovard, Zach \_\_\_\_\_

Brosseit, Mike \_\_\_\_\_

Brown, Erin Sheri, Kevin B., Mike Darby, Alan Goodhardt, Jim Bell,

Cocherl, Stephanie Stephanie, Matt Phar, Rod Foster, Jeff Morgan, Chns Pickering, Das + Cindy

Cunningham, Rick \_\_\_\_\_

Darby, Mike Janney, Ed, Eriny, Kyle, Ken, Rod, Das + Cindy, Dan H, Bert, Keith, Anne W

Dayal, Vivek Cliff OB, Rich S, Matt P, Keith S, Das H & Cindy

Douglas, Kyle \_\_\_\_\_

Eckinger, Bill \_\_\_\_\_

Eidson, Ken \_\_\_\_\_

Emerson, Bill \_\_\_\_\_

Felton, Dr. Sean \_\_\_\_\_

Foster, Rod Stephanie Cocherl, Mike Darby, Phil Giordano

Giordano, Phil Shen Martko, ERIN BROWN

\_\_\_\_\_ M, K, M, Keith S, Rod F. Vivek D

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

X Goodheart, Alan Oettmeier, Linda Adams Erin Brown, Ken Eidson,  
Sean Felton Darryl Hawkins, Ed Hutchison, Jeff Morgan.  
Goodheart, Bruce

X Hardin, Das Shelton, Brusseit, Pickering, Heri Gost, Boehringer,  
Brown, Tierstrip, Wolverton, Darby, Jeff Morgan, Giordano  
Hawkins, Darryl DOUGA ALAN SEAN F. BRUN R. Goodheart

Heriford, Alan

X Holk, Dan Brusseit, Darby

Holland, Ed

Hutchison, Ed

X Kennedy, John F. Felicit Giordano, Rod Foster, Dr Sean, Mike Mellott, Neil Spence

Knapp, Bruce

Lowe, Mark

X Mellott, Mike Das Hardin, Phil Giordano, John Kennedy

Morgan, Jeff

Mortko, Sheri

O'Bryan, Cliff

X Oettmeier, Dr. Bert Das Hardin, Linda Adams, Mike Darby

Phar, Matt

X Pickering, Chris HARDIN, BELL; DARRYL HAWKINS; PHAR; SHELTON; SPENCER; HUTCHISON; ROCKWELL; FELTON  
BOEHRINGER

X Rapp, Bryan Rock Wd, Matt P.

Shelton, Jennifer

X Sirna, Richard Coach Steyer, Wolverton, Hardin Goodheart Giordano, Bell,  
Heriford, Spence Boehringer, PHAR, Felton, Mortko

X Spencer, Neil DOUG AIRKEY, John Ramey, Chris Pickering,  
Janet Stone, Ann Williamson, RICH SIRNA

X Steiniger, Keith Darby, Phar, Wolverton, Svard, Adams, Williamson, Heriford  
Mortko, Boehringer, Brown, Hutchinson, Giordano, Felton, Hawkins,

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

\_\_\_ Stone, Janet \_\_\_\_\_

Terstriep, Janine *Mike Dancy, Pickering, York, L Adams, Stephen, Erin, Kyle  
Cochrane*

\_\_\_ Trondson, Chad \_\_\_\_\_

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

Wilkinson, Ann *Das Hardin & Cindy, Bev Williamson, Christa Williams,  
Janice Jones, She Hon*  
\_\_\_ Williamson, Beverly \_\_\_\_\_

Wolverton, Rick *EARL B. KEITH S. SHERI M. JIM B. DAZ H.*

\_\_\_ York, Kevin \_\_\_\_\_

**GUESTS**

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