



Is Now The Right Time To Invest In A Commercial Building Project?

A lot of us own homes we live in or properties that we have that have been passed down from Grandma and Grandpa to us, but not as many own our own commercial buildings for our businesses. Those that don't either rent or lease.

So why don't you own your own building? There are several reasons that may come out later on. But if wanted to own a building who the heck do you talk to? Someone who has had years of experience doing it, and knows the ins and outs of the industry. That person is our own **Pat Beckner of Beckner and Associates**.



You see, Pat lived on the edge – literally. He grew up in Overland Park when that edge – as far as it went – was like 75th St. Hard to even imagine. Pat's

beginnings were in education and eventually into school administration. He loved his job, but knew there were other ways to skin a cat. He got introduced to real estate and found his niche in commercial real estate, which he has been involved with for 25 years – when interest rates were near 22%. Imagine.

Many ask what Pat does and his answer is he sells and leases commercial real estate space. It is mostly sales in 5 major categories – office, retail, ware house, land, and investment properties.

Pat is not a door knocker yet he always wants to meet new people or get introduced to them. He quickly found out how networking can take you anywhere, not just Kansas City. You can find a good reason to meet a potential client in San Diego, Florida, or Vegas. Hmm, a good financial decision? You bet it is!

They do not do big commercial real estate and generally do not do retail either. They stay away from heavy industrial, and do not do large tracts of land.

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Weekly Newsletter

www.prospectorsclub.com

November 27, 2014



NO MEETING THIS WEEK - HAPPY THANKSGIVING! SHARE TIME WITH FAMILY AND FRIENDS AND WILL SEE YOU NEXT WEEK.

SPEAKERS SCHEDULE

See Page 3

REFERRALS, IDEAS, SUGGESTIONS, AND "POSITIVE REINFORCEMENTS"

Stephanie Cocherl of First National Bank

See Page 4

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.

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 Stephanie Cocherl of First National Bank. 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 Stephanie the best information you can. New ideas, thoughts, or referrals. And Stephanie - *you be OPEN to accepting all the benefits we are ready to give you.* Here’s her info: - phone is 913-266-9314 and email is scocherl@fnbk.com

Trivia Question:-

What was painted on Peter Fonda’s helmet in the movie Easy Rider?



QUOTE OF THE WEEK



LAST WEEK’S TRIVA QUESTION ?

The famous who worked with White Fang, Black Tooth, and Pookie the Lion was Soupy Sales.

Is Now The Right Time To Invest In A Commercial Building Project?

Con'd from Page 1 -

Pat tells us that now is one of the best times to own your own building. Prices are down, most financing is better. Banks are doing 25 year fixed interest financing. Amazing knowing what we have just come through.

What he does is now driven by the status of today's employment figures. Owners of property and banks just do not know what to do. The economy at this juncture is not great still, and most of us are not willing to place ourselves into a position that will cause us to lose sleep over a couple million dollars.

And the banks are staying away, leaving lots on the table so they don't take a bath. But Pat says they are becoming more cautiously optimistic.

The best referral for Pat is anyone who owns a business and wants to lease a space, of talking directly to the owner themselves.

So if you own a business or two, and have the vision to see into your future, it may just have to include ownership of anew or pre-existing building in your future. Ask Pat for some great referrals and he will tell you how financially correct this decision will be to you and your bottom line.

Thanks for all your have done for the Club and for setting such a fine example of what it is to grow your business by expanding your empire.

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

UPCOMING EVENTS:-

VERY IMPORTANT – OUR CUT-OFF FOR FINAL RESERVATIONS IS FRIDAY NOVEMBER 28TH. 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.

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

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

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

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 20, 2014

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

- Adams, Linda _____
- Airey, Douglas Sean Speaker, Dorell Hawkins, Mike Downes, Brian RAPP
- Ashurst, Chase & Amy _____
- Beckner, Pat Alan H, Kevin B
- Bell, Jim Benny W, Chris P, Das H, Rich S
- Belzer, Dan _____
- Boehringer, Kevin _____
- Bovard, Zach _____
- Brosseit, Mike _____
- Brown, Erin Sheri, Matt Phar, Keith, Mike Derby, Chris Pickering, Das
- Cocherl, Stephanie Das Hardin x2, Rod Foster x2, Phil Giordano, Sheri, Chris Pickering
- Cunningham, Rick Sean F.
- Darby, Mike Keith Stenzel, Beverly Williamson, Jeff Morgan, Kevin York, Chris Pickering, Brian Rapp, Das Hardin, Ed Hubbs, Ken Eickman, Rod Foster
- Dayal, Vivek Rich S, Phil G, Cliff OB, Das H, Rod F.
- Douglas, Kyle _____
- Eckinger, Bill _____
- Eidson, Ken _____
- Emerson, Bill _____
- Felton, Dr. Sean _____
- Foster, Rod Stephane Cocherl, Phil Giordano, Kevin York, Linda Adams
- Giordano, Phil Rod F, J & H M, JFK, Rick W, Vivek D, Mike M, Keith S

THANK YOU ALAN!!

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

- X Goodheart, Alan Adams, Bell, Brosseit, Giordano, Foster, Morgan, York
- Goodheart, Bruce _____
- Hardin, Das _____
- X Hawkins, Darryl KEVIN S. DOUG A, CHRIS P. PHIL G. ROD E.
- X Heriford, Alan Matt P, Mike M, Jim B, Kyle D, Mike B, Keith S, Rick W, Sheri M, Linda A, Paul S, Erin B, Das H, John K, Pat B
- X Hoik, Dan DAN BELZER
- Holland, Ed _____
- X Hutchison, Ed Alan G, Phil, Chris, M. Ke D
- X Kennedy, John F. Neil Spencer, Rod Foster, Sean Felton, Phil Giordano, ALAN Heriford
- Knapp, Bruce _____
- Lowe, Mark _____
- X Mellott, Mike D Bryan, Giordano, Heriford
- X Morgan, Jeff Phil G, Mike Darby, Tyler Webb, Alan Woodheart
- X Mortko, Sheri Rich Sirna, Keith Steiniger, Rick Wolverton, Dasthardin, Beverly Williamson, Erin Brown
- X O'Bryan, Cliff Nick, Janine, Beverly, Mike Mellott
- Oettmeier, Dr. Bert _____
- X Phar, Matt Alan H, Rick W, Rich S, Zach, Kevin V, Keith S, Chris P, DAS, Erin B, Das A
- Pickering, Chris Hardin, Douglas, Paul, SIBTON, DARRY, ASKURT, STEINIGER, HAWKINS, BOBROWICZ, BROWN, JOSTER, GIORDANO, WILKINSON
- Rapp, Bryan _____
- X Shelton, Jennifer Foster, Janine, Felton, Steiniger, Sirna, Wilkison, Williamson, Darby, Wolverton
- X Sirna, Richard Heather, Spencer, Rustin, Stone, Bell, Cook, PHAR, Mortko, Bayle, York, Coach, Douglas, Gump, JOSTER, Williams
- X Spencer, Neil DOUG AIREY, JOHN KENNEDY, CHRIS PICKERING, KEITH STEINIGER, JANET STONE, KEVIN YORK
- X Steiniger, Keith Darby, Phar, Wolverton, Bovard, Adams, Heriford, Mortko, Shelton, Giordano, Foster, Hawkins, Douglas, York

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

- X Stone, Janet Sean, Ann, Janine, Bev, Alan G., Rick S, Phil,
Phil, Daz, Dr. Bert
- ___ Terstriep, Janine Desby, Doyle, Cindy, Pikerings, Silvia, Cunningham, York, Coach Jenn
- ___ Trondson, Chad _____
- X Webb, Tyler Sean Felton
- ___ Wilkinson, Ann _____
- X Williamson, Beverly Linda A, Jim B, Zach B, Mike D, Vivek D, Rod F, Bert O, Matt P, Jon S
Ann W, Kevin Y, Cliff O, Sherry M
- X Wolverton, Rick KEITH RICH S. JEFF M. PHIL/ROD
- X York, Kevin JOE M, ALAN G, JANINET, MATH P, RICH S, JANET S, MIKE D, KELLY S
ROD F, DARCY H, ERIN B, BEV W, KYLA

GUESTS

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