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.

Continued on Page 4

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
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 before you visit our group so we can make sure there are no category conflicts with our current members.

**UPCOMING SPEAKER SCHEDULE**

November 27 – NO MEETING – THANKSGIVING DAY

December 4 – Stephanie Cochrel 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 TRIVIA 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.

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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 both the Old and New Board of Directors at Coach’s Bar & Grill – 5:30 pm.

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

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim

Belzer, Dan

Boehringer, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin

Cocherl, Stephanie

Darby, Mike

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod

Giordano, Phil

GRIFFITHS
PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

X Goodheart, Alan
X Morgan, York
X Hardin, Das
X Hawkins, Darryl
X Heriford, Alan
X Heriford, John F.
X Knapp, Bruce
X Lowe, Mark
X Mellott, Mike
X Morgan, Jeff
X Mortko, Sheri
X Mortko, Rich
X Pickering, Chris
X Shelton, Jennifer
X Sirna, Richard
X Sirna, Richard
X Sirna, Richard
X Sirna, Richard
X Sirna, Richard
X Sirna, Richard

Adams, Bell, Brosseit, Giordano, Foster,
Bryan, Edward
Davies, Edward
Hawkins, Darryl
Heriford, Alan
Hoch, Dan
Holland, Ed
Hutchison, Ed
Kennedy, John F.
Knapp, Bruce
Lowe, Mark
Mellott, Mike
Morgan, Jeff
Mortko, Sheri
Mortko, Rich
Pickering, Chris
Shelton, Jennifer
Sirna, Richard
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Sirna, Richard
PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

X Stone, Janet

X Terstriep, Janine

Trondson, Chad

Williamson, Ann

Williamson, Beverly

Wolverton, Rick

X York, Kevin

X Webb, Tyler

Wilkinson, Ann

GUESTS

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<th>Name</th>
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