



## *...And You Can Bank On That, and It's Not A Pool Table.*

Remember when your parents took you to open your first Savings account or you went with your folks when they deposited money in your local bank. What a cool feeling. Do you still have that pocket knife or other trinket they gave away? Even those were the good ol' days of banking, that code of ethics still exists today.

But we now live in a different world – one that is more highly regulated than our fore fathers, and one that is much more strict in the way they conduct business. We as business owners and decision makers – we must have the talent and resources available when needed to help make our endeavors successful. That is why we need to have **Stephanie Cocherl of First National Bank** at our disposal.

One of our newer members, Stephanie brings years of experience to an industry that has taken a hit to the midsection in recent years. Now the banking industry has become more aggressive in its stance on credit and business financing. That is why it is so important to have that personal connection with your banker. .

Even though she is in the big city, Stephanie hails from small town America and brings those core values with her. Her family lived and worked in the place where they lived, and it made for a great relationship with her siblings and parents alike.

Stephanie took a rather traditional path, working to start as a teller for several years in a small Missouri town. This effort transferred to a managerial position over several tellers that lasted over 7 years. Here she found out how rewarding customer relationships were to the success of a bank. She wanted to finish her degree, and went to night school to accomplish that.

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## Weekly Newsletter

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

**December 11, 2014**



**WE ARE AT DEER CREEK CC,  
7300 WEST 133<sup>RD</sup> ST., OPKS;  
MEET UP AT 7 AM; BREAKFAST  
AT 7:25; SPEAKER AT 8 AM.**

**SPEAKERS SCHEDULE**

See Page 3

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

**Mike Darby of Coach's Bar &  
Grill KC and OPKS**

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

**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

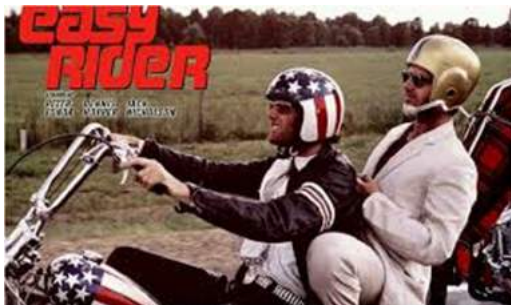


**REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”**

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Mike Darby of Coach’s Bar & Grill. 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 Mike the best information you can. New ideas, thoughts, or referrals. And Mike - *you be OPEN to accepting all the benefits we are ready to give you*. Here’s his info: - phone is 816-941-2286 and email is [mdarby@coach-s.com](mailto:mdarby@coach-s.com)

**Trivia Question:-**

**What is considered the luckiest number worldwide?**



**QUOTE OF THE WEEK**

**“Your smile is your logo, your personality is your business card, how you leave others feeling after an experience with you becomes your trademark.”**

~ Jay Danzie

**LAST WEEK’S TRIVA QUESTION ?**

The colors red, white, and blue was printed on Peter Fonda’s helmet in the movie Easy Rider.

## *...And You Can Bank On That, and It's Not A Pool Table.*

*Con'd from Page 1*

*When she least expected it, a managerial position came available, and it was off to the races. Stephanie was encouraged by her husband to go for it – take advantage of the opportunity presented to her. Do not let this get away. It started out handling issues at branches both business and personal. Now she concentrates much more on businesses only. She looks at their needs and can customize a program to benefits a business in just the right way. She is now more on the sales side of the picture. She has now learned all about non-profits to large corporations, as well as those small businesses she still serves.*

*Stephanie now oversees any non –loan product a business may need)- ACH; direct deposit; wire transfers' scanning*

*checks, use of a mobile app; online banking; fraud protection, and business lock boxes.*

*The best referral they could give me is any sized business. She talks to her clients and learn what they are needing and wanting – these are so key to developing a great rapport with your clients. Her rule of thumb is to only see them as often as they want to tolerate them*

*Her short term goals is to be more productive and to provide a higher level of service to each and every one of her clients.*

*Jennifer is one of our most recent members and we welcome you with open arms. Thanks for being a part of the Prospector family*

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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:-***

***Dec. 18<sup>th</sup> – Annual White Elephant Gift Exchange – Bring a gift – real or bizarre – let's have fun at our last meeting at the year. Bring a gift to get a gift!***

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## **(Many ways to give during this Holiday season)**

*(tried to include all that mentioned their cause)*

**Keith Steiniger of Proforma IDology – looking for donations of scarves, hats, and gloves – bring to Keith or let him know and he will come and get them.**

**Kevin York of Give-A-Bear Foundation is winding up their Give-A-Bear campaign providing the bears and other gifts to residents of the Phoenix Family facilities in the greater KC area.**

**Beverly Williamson of DocInk – have any broken, tangled, used Christmas lights? Bring them to Beverly and they will go to be recycled and the money raised will benefit her daughter's organization.**

**Mike Darby of Coach's Bar & Grill is taking donations to support Shadow Buddies Foundation giving a Shadow Buddy to chronically ill children.**

**Rick Wolverton of Advanced Interiors is supporting his daughter at **Pawsitively Perfect** on Dec. 13<sup>th</sup> where you get a free picture with Santa Paws with a small donation.**

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- DECEMBER 4th, 2014

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

- X Adams, Linda DAS BOERUY, Keith, Janine Cliff, Ann, Sean, SCHWIFER, JANET, ERIN, HEROLD, GOODHART
- X Airey, Douglas Matt Phar, Bruce Coushert
- \_\_\_\_ Ashurst, Chase & Amy \_\_\_\_\_
- X Beckner, Pat Kevin B, Alan H
- X Bell, Jim Beverly W, Christ, Rich W, Sean F.
- X Belzer, Dan Phil Giordano, Dan Holt, Neil Spence, Matt Phar
- X Boehringer, Kevin BECKNER, PICKERING, SIRNA, STEINIGER
- X Bovard, Zach Deitman, Herford, Rapp, Williamson, Phar Steiniger
- \_\_\_\_ Brosseit, Mike \_\_\_\_\_
- X Brown, Erin Chris Pickering, Sheri Martko, Matt Phar, Mike Darby, Keith Steiniger, Jeff Mergan, Beverly Williamson, Prospectors Board
- X Cocherl, Stephanie Cliff Albien, Chris Pickering, Rod Foster
- X Cunningham, Rick Alan H, Sean F, DAS H
- X Darby, Mike Chase Amy, Erin, Stephanie, Dan H, Pus, Ed, Jeff, Chris P, Rich, Keith, Ann, Kevin
- \_\_\_\_ Dayal, Vivek \_\_\_\_\_
- \_\_\_\_ Douglas, Kyle \_\_\_\_\_
- \_\_\_\_ Eckinger, Bill \_\_\_\_\_
- \_\_\_\_ Eidson, Ken \_\_\_\_\_
- \_\_\_\_ Emerson, Bill \_\_\_\_\_
- \_\_\_\_ Felton, Dr. Sean \_\_\_\_\_
- X Foster, Rod Stephanie Cocherl, Alan Herford, Mike Darby Rich Sirna
- X Giordano, Phil Keith S, Janet S, Jeff M, Mike M, Rick W.

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

Goodheart, Alan Hardin, Knapp, Morgan, Sirna, Stone,  
Wolverton, York.  
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\_\_\_\_\_ Hardin, Das \_\_\_\_\_

Hawkins, Darryl CHRIS P. NEK S. DOUG A. JIM B.

\_\_\_\_\_ Heriford, Alan Linda A Pat B Zach B Mike B Erin B Rick C M. Ke D  
Kyle D, God F, Das H, Dan H, John K, Sher M, Matt P, Rich S, Keith S, Rick W  
 Holk, Dan Alan Heriford, Erin Brown, Mike Darby

\_\_\_\_\_ Holland, Ed \_\_\_\_\_

Hutchison, Ed M. Kay D, Alan G, Janet S

Kennedy, John F. Phil, Rod, Neal, DR Sean, ALAN

\_\_\_\_\_ Knapp, Bruce \_\_\_\_\_

\_\_\_\_\_ Lowe, Mark \_\_\_\_\_

Mellott, Mike Giordano, Kennedy, O Bryan

Morgan, Jeff Rick Wolverton, Jon Holk

\_\_\_\_\_ Mortko, Sheri \_\_\_\_\_

O'Bryan, Cliff BEVERLY, VIVIC, LINDA

Oettmeier, Dr. Bert Chase Ashurst, Mike Darby, Beverly Williamson

\_\_\_\_\_ Phar, Matt \_\_\_\_\_

Pickering, Chris MARDIAN, BILL ASHBURST, BOEHRINGER, BROWN, DARRY, PHAR, STEINIGER  
FIKERSREIP, WILKINSON

Rapp, Bryan Ken S. Ison, Trondson, Alan G, Felton, Phar, Stone

\_\_\_\_\_ Shelton, Jennifer Heriford, Felton, Steinger, Sirna, Wilkinson, Ashurt  
Williamson

Sirna, Richard Darby Wolverton Stephen Boehringer Coach Ken Bell Heriford  
Felton, Giordano Douglas Dayal Giordano Spencer Stone Holk Harlan York

Spencer, Neil Dan Belzer, Darryl Hawkins, John Kennedy,  
Keith Steinger, Kevin York

Steiniger, Keith Darby, Wolverton, Bovard, Adams, Heriford, Sheldon  
Giordano, Foster, Hawkins, York, Williamson, Sirna, Boehringer

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

- Stone, Janet Ed, Kevin Y, Rich S, ALAN G, Darby, Janine
- Terstriep, Janine Pickering, York, O'Brien, Darby, Stone, Sierra  
Prospectors Board Old & New.
- Trondson, Chad Rapp, Wolverton, Stone
- Webb, Tyler \_\_\_\_\_
- Wilkinson, Ann Jim M, Chris Pickering, George Saulton  
Phil Gierman, Rich Sierra
- Williamson, Beverly Bert D, Zach B, Jim B, Linda A, Jan S, Kevin Y, Chris P  
Ann W, Keith S, Dan H
- Wolverton, Rick MORSON STEINIGER E. BROWN R. SERNA  
PHIL GIORDANO - PROSPECTORS BOARD
- York, Kevin NEIL S, Chris P, MIKE D, MIKE B, Rich Colema.

**GUESTS**

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