Success Among Our Club Is Getting Your Personal Biographies To Describe Who You Are.

So…… Who are YOU? No, really. That’s what many of us still want and need to know.

Two weeks ago, Chris Pickering talked about how we need to be focusing on making sure we present the best information that allows us to focus on successful networking, and letting others know about what our strengths are and what we are best at doing. A lot to get across in a 20 to 30 minute speech.

Another area that is there, but most of us ignore it is our personal and business information on the Prospectors Club website. And one of the Executive Committee’s goals this year is to update all the information that is on our personal web pages, and who better to help us get kick started than our own Sheri Mortko of Live Like You Mean It Life Coaching.

Sheri took the helm, like any good ex-teacher would, and gave us a recipe to guide us. What you need to convey are basically three things – 1)- you need to talk about yourself; 2)- you need to educate people about your work and what you do; and 3)- you need to learn about your clients / customers.

It was a great way to get us to think about who we are and what we do by having the group split into two groups per table. We started by discussing what it is about your customers you love the most. Then we talked about what it is about your work we love the most. And third was trying to focus on who we are and where do we come from.

We found out that it is best to treat everyone in Prospectors as friends because, again, they are our sales force that will send us leads once we know what everyone does.

The morning ended by us actually starting the process of creating a fresh new bio. We were to tell two sentences about yourself and our personal “story”. Second, we were to write two sentences about our work / business and HOW we serve our clients’ needs. And the last thing we need to figure out is discussing about who your clients or customers are that you help, and who you serve in your marketplace.

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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 Chris Pickering, our Membership Chairman a call at 913-647-9019 or email at cfp@pickeringlawfirm.com before you visit our group so we can make sure there are no category conflicts with our current members.

January 29th – Cliff O’Bryan of Benefit Brokers LLC will speak at Deer Creek CC.

February 5th – Jeff Morgan of Morgan Miller Plumbing at Deer Creek CC.

February 12 – Open Date

February 19 – Open Date

SNOW POLICY
IF THE SHAWNEE MISSION SCHOOL DISTRICT CANCELS CLASSES DUE TO INCLEMENT WEATHER, WE WILL NOT HAVE BREAKFAST THAT MORNING – PLEASE CHECK OUR LOCAL TV STATIONS OR RADIO STATIONS THE MORNING OF OUR MEETINGS.
REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”

THIS SPOTLIGHT MEMBER OF THE WEEK is Rod Foster of BancCard Credit Card Services. 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 Rod the best information you can. New ideas, thoughts, or referrals. And Rod - you be OPEN to accepting all the benefits we are ready to give you. Here’s his info: - phone is 913-486-3714 and email is r foster@banccard.com

Trivia Question:-
Who was Richard Nixon’s running mate for President in 1960?

QUOTE OF THE WEEK

"The price of anything is the amount of life you exchange for it."
HENRY DAVID THOREAU

LAST WEEK’S TRIVIA QUESTION?
The actor that died driving his Porsche Spyder was the beloved James Dean.
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Cont’d From Page 1…..

Once you’ve combined all of these parts, it is time to meld it into a workable bio that tells anyone who clicks on it who you are and what you do.

We have just taken the first step in a process that will bring you hopefully lots of business and referrals in the near future. Thanks to Sheri M. for all her time and trouble in pushing all of us in the right direction. We can look forward to getting our biographies posted in the next several weeks, and even using this information in other ways to increase our business presence in other aspects of our lives.

BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY
UPCOMING EVENTS:-

Feb. 6\textsuperscript{th} – Darryl Hawkin’s Annual Open House (always the first Friday in February) – More details to follow. – Save the date!

(Made it big so you can read detail) - Address is 2 W. 52\textsuperscript{nd}, KCMO (52 and Main) NW corner, house looks like one on next page.
Kansas City’s Largest Open House

February 6th, 5:30pm to late

Large 3-Story Historic Prairie Style Home (2 West 52nd Street)

Located on a beautifully landscaped corner lot (1/3 acre) lot with 4 car driveway. Nationally Historic CountrySide neighborhood. Historic stone wrap around covered porch to garden with spacious fenced back yard and patio. Oak hardwoods throughout. 5 large bedrooms and separate sunroom. 2 1/2 baths, plenty of windows, 2 wood burning fireplaces. Partially finished large basement. $55k in recent upgrades including electrical, period correct fixtures, 5 ton high efficiency central air/heat and newer high efficiency hot water boiler. R-49 insulation in attic, recent energy audit. Numerous plumbing upgrades, all appliance upgrades in 2014 (American made high-end GE slate). 35 Yr. Timberline roof.

Conveniently located. Just a short walking distance to the Country Club Plaza, UMKC, Trolley Trail, Loose Park, Ward Parkway, Nelson Atkins, Crestwood, shopping, restaurants and much more! Offered at $539,000.

...all are welcome 816-531-2221, ask for Darryl
Prospector’s Breakfast Club
Attendance and Thank You’s

Meeting Date: Feb 22, 2013

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

X Adams, Linda
X Allen, Bruce
X Allen, Dan
X Allen, Ed
X Allen, Scott

Ashurst, Chase & Amy

X Beckner, Pat
X Bell, Jim

Belzer, Dan

Boehringer, Kevin

Bovard, Zach

Brossett, Mike

Brown, Erin
X Bulak, Dan

Cochran, Stephanie

Columbo, Michael

Darby, Mike

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Fichter, Arif

Fellon, Dr. Sean

Foster, Rod

Giordano, Phil

Sharr, M.
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

X Goodheart, Alan

X Goodheart, Bruce

X Hardin, Das

Hawkins, Darryl

X Heriford, Alan

X Holf, Dan

X Holland, Ed

X Hutchison, Ed

X Kennedy, John F.

X Knapp, Bruce

X Lowe, Mark

X Mellott, Mike

X Morgan, Jeff

X Mortko, Sheri

X O’Bryan, Cliff

X Ottmer, Dr. Bert

X Phar, Matt

X Pickering, Chris

X Rapp, Bryan

X Shelton, Jennifer

X Sirna, Richard

X Spencer, Neil

X Steiniger, Keith
PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

Stone, Janet

Terstriep, Janine

Spencer, Amy

Spence, Averie

Screws, Sera

Douglas

Trondson, Chad

Wolverton, R. Foster

Bapp, A. Herrod

Webb, Tyler

Wilkinson, Ann

Sloan, B. R.

Stumpf, S. H.

Stumpf, S. H., Lt. Janett

Williamson, Beverly

Mang, B.

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Mang, B.

Wolverton, Rick

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Wolverton, Rick

York, Kevin

GUESTS

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