



Asking Jeff Morgan To Speak Is Like Picking From a Box of Chocolates – You Never Know What You're Gonna Get !!

OK. Let's think a minute. What service that you use would you want their number sitting by your phone or on speed dial on your cell? When you need them, you need them NOW!

Yes, there are lots of us on the edge, ready to say ME! But only one comes to mind for sure – **that of a plumber**. If you need THAT GUY, you probably need them NOW, or at least very soon. So who do you have on speed dial? Hopefully it's **Jeff Morgan of Morgan Miller Plumbing**.



Like a lot of us, Jeff has been around his business for a long time. Enough to learn the ropes and

know how to hire and train the right people that can perform their jobs to the level of quality and trust that Jeff commands, all the while earning their customer's loyalty to give them repeat business or refer them to a friend. That is but one part of building a great business.

Jeff last week was on super speed because he was spreading himself out to other groups that day. But he gave us enough to know how fortunate we are to have Morgan Miller be a part of Prospectors. He started out 18 years ago without knowing a whole lot of what to expect. He picked up the phone and

started calling anyone and everyone he knew. Two weeks later, he was on his way.

That doesn't mean he has not made a few mistakes along the way. We all have. But Jeff said the one mistake he did not make was deciding to join the Prospectors Club 4 years ago. It was the BEST decision he thinks he ever made. Jeff quickly analyzed costs versus benefits, and basically told us outright – "This place pays for itself."

We all know (at least most of us do) that Jeff's current course at work is to stay on top of what is going on daily in his business, but to also "work the crowds." He is a relentless networker, and has worked social media so hard (Facebook especially), that he has become a spokesperson on what he has accomplished and is an inspiration to others that using social media as a means of promoting your business is a true way to future successes.

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Weekly Newsletter

www.prospectorsclub.com

February 12, 2015



**WE ARE AT DEER CREEK CC,
7300 WEST 133RD 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"**

**Alan Goodheart of
Goodheart's Jewelry**

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**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 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.

February 12 – Jennifer Shelton of Jennifer Shelton Balance at Deer Creek CC

February 19 – Chad Trondson of ComForcare Senior Services at Deer Creek CC

February 26 – Matt Phar of Paydayz Payroll and Human Resources

March 5 – Kyle Douglas of Beautiful Outdoors at Deer Creek CC

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 Alan Goodheart of Goodheart’s Jewelry. 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 Alan the best information you can. New ideas, thoughts, or referrals. And Alan - *you be OPEN to accepting all the benefits we are ready to give you*. Here’s his info: - phone is 913-451-8334 and email is abgoodheart@sbcglobal.net

Trivia Question:-

What letter appears on the most Scrabble Crossword Game tiles??



QUOTE OF THE WEEK

{ Three simple rules in life }

1. If you do not GO after what you want, you'll never have it.
2. If you do not ASK, the answer will always be NO.
3. If you do not step forward, you'll always be in the same place.

LAST WEEK’S TRIVA QUESTION ?

Leadville, CO is the highest city in the continental US (Altitude, not herbally).

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But if you thought he was finished then, you were far from knowing Jeff. He was so proud of what Prospectors had given him that he decided to give back to Prospectors – in a huge way! And he got **Erin Brown of Dolce Bakery** in the game by having her bake some "special cookies" (not that kind) – these being heart-shaped ones with fun sayings on most, but some had exciting news! A few got an hour of labor / service from Morgan Miller worth \$135, and **Sean Felton** received a cookie for a free water heater. And everyone got a "Delicious" (one of Jeff's favorite words) cookie from Dolce! Yea!!

So look around – see what's happening. Jeff has raised the bar, and continues to inspire each of us to get up early and get going. Look forward to each day not knowing what surprises lie ahead. Jeff – THANK YOU for all you do for the club and the time you take with whoever has questions to

be asked. You are just one of the many great members in this great organization!



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

UPCOMING EVENTS:-

Feb. 18th – Happy Hour at EBT Restaurant !! Come join your fellow Prospectors for a great time at EBT !!

Where: EBT Restaurant - 1310 Carondelet Drive, Kansas City, MO 64114 (SE corner of State Line Rd. and I-435 - south side of the UMB Bank building)

When: Wednesday, February 18th - 5pm - 7pm

What: Come for **Hors D'oeuvres compliments of the Club** and also enjoy **special Happy Hour prices on drinks from the bar** - this is a **CASH BAR** - you are responsible for any and all beverages.

Hope to see everyone at EBT's next week - Mark Your Calendars !!!



Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- FEB. 5, 2015

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

Adams, Linda

Airey, Douglas Matt Phar

Ashurst, Chase & Amy Jen Sheehan, Jeff Morgan, Doug Avey, Mike D., Rod F., Darryl H., Ann W.

Beckner, Pat

Bell, Jim Alan G., Bev W., Chris P., Keith S., Matt P., Al B., Rich S.

Belzer, Dan Ann Wilkinson, Alan Goodheart, Jeff Morgan, Phil G., JFK, Rick Wulverton

Boehringer, Kevin BECKNER, SIRNA, STRINIGER, WULVERTON, VIVEK, BELL

Bovard, Zach Phar, Steinger, Emerson,

Brosseit, Mike

Brown, Erin Boavd., Rick, Chris P., Matt P., Sherr, Alan H., Jeff, Mike Darby, Bas + Cindy

Cocherl, Stephanie Mike Darby, Rod Foster, Jeff Morgan, Chris Pickering

Cunningham, Rick Beverly W., Rich S.

Darby, Mike

Dayal, Vivek Alan G., Alan H., Kevin B., Rich S., Cliff W.

Douglas, Kyle Mike Darby, Linda Adams

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod Stephanie Cocherl, Chad Trandee, Chris Pickering, Ryan Rapp (2x)

Giordano, Phil Jeff M. Sean + Mike M.

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

Goodheart, Alan _____

____ Goodheart, Bruce _____

____ Hardin, Das _____

Hawkins, Darryl DOUG A, NEILS PHIL G.

____ Heriford, Alan _____

Holk, Dan _____

____ Holland, Ed _____

Hutchison, Ed TAVET STONE, ZACH, PAJ

Kennedy, John F. NEIL SPANCO, RICK WOLVERTON, DAN BELZER, DR SEAN SIMBELL

____ Knapp, Bruce _____

____ Lowe, Mark _____

Mellott, Mike GERTZMAN, SIRNA, WOLVERTON

Morgan, Jeff CHASE, ROD, STEPHANE,

____ Mortko, Sheri _____

____ O'Bryan, Cliff _____

____ Oettmeier, Dr. Bert _____

____ Phar, Matt _____

Pickering, Chris GARDIN: BILL SHELTON, DARRY, ASKUPSI, HAWKINS, BROWN, DOUGLAS, PHIL; JENNIS FREDRIP WILKINSON; SIRNA, DARRYL, BRISIT.

____ Rapp, Bryan _____

____ Shelton, Jennifer _____

Sirna, Richard VALIK STONE (HUNTER), GUY AND CUNNINGHAM BOCKING

Spencer, Neil DOUG AIREY, ERIN BROWN, KYLE DOUGLAS, STEPHAN FELTON

Steiniger, Keith ALAN HERIFORD, DARRYL HAWKINS, JOHN KENNEDY, JAHET STONE, PICKERING

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

Stone, Janet *Ann, Alan H, Janine, Ben, Ed, - Dick S, Bd*

Terstriep, Janine *Keith, Mike, Rich, Janet, Jim B, Christ P, Erin B, Linda Adams, Ann W.,*

Trondson, Chad

Webb, Tyler

Wilkinson, Ann *Janet Stone, Joan Shelton, Keith Steiner, Dan Betzer, Chris Pickney, Rick Silva, Chase Ashurst, Sara Wolverson*

Williamson, Beverly *Linda H, Jim B, Janet S, Matt P, Jon S, Rick G, Das H, Bryan R, Keith S*

Wolverton, Rick

York, Kevin

GUESTS

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