



## *Finally Spring Might Be Here – Temps Are Rising – Sun Is Out – It's Beautiful Outdoors!*

For many of us, we grew up around what we eventually would end up doing for a living. And some of us found something we did as a youngster to have some extra money to buy what we wanted, and it ended up being the career path we will take. Thus is the story of last week's presenter.

**Kyle Douglas of Beautiful Outdoors Lawn and Landscaping Inc.** did just that. Kyle lives a life most of us only dream of. Even at 15 years old, he knew he liked tinkering with anything with motors. He still likes motorsports and off-road racing, but back then, he could not afford a car or bikes, so his parents encouraged him to find a way to make it happen if he wanted it so bad. So he started mowing lawns at 15. He got so busy that he ended up having 3 mowers and 4 employees. He had some neighbors to start, then he targeted realtors and nearby homes associations. BOOM! Over the next few summers, his business continued to grow and prosper.

Even after heading to Kansas University, he kept his allegiance to working the lawn and landscape business to its fullest potential.

In 2005 – 2006 he began joining several networking groups to broaden his market reach. He says that Prospectors has by far been his

most beneficial venture. His growth brought him to a point IN ONE DAY where he describes how he utilized the group to accomplish all that he needed:- he talked to Pat Beckner about buying a building; Rick Wolverton for new carpet and rehab work; he needed a new phone system that Vivek Dayal helped install; Dick Allen (who brought him into PBC) assisted with the HVAC; he needed help with advertising and promotions and printing, and Keith Steiniger was there to cover; Rod Foster gave Kyle a way to accept and collect money via remote credit card; and then, after all this, he headed to Coach's Bar where Mike Darby poured him a beverage or two.

He is now based out of KC, KS on a 2 acre lot and besides the building he uses to store his equipment, he built a salt bin to store salt for winter maintenance.

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## **Weekly Newsletter**

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

**March 12, 2015**



**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 2**

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

**Darryl Hawkins of  
Innovative Design and  
Renovation**

**See Page 3**

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

**March 12 – Doug Airey of Doug Airey Homecare at Deer Creek CC.**

March 19 – John Kennedy or a designated representative of Economy Auto Parts at Deer Creek CC.

March 26 – Ann Wilkinson of First National Bank Mortgage Division.

April 2 – Mike Darby of Coach's Bar & Grill at 103<sup>rd</sup> St. **(AWAY THIS WEEK)**

**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.**

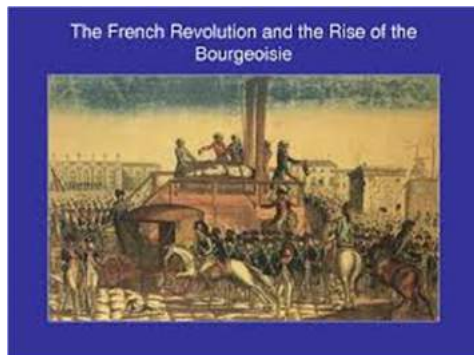


## REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Darryl Hawkins of Innovative Design and Renovation. 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 Darryl the best information you can. New ideas, thoughts, or referrals. And Darryl - *you be OPEN to accepting all the benefits we are ready to give you*. Here's his info: - phone is 816-531-2221 and email is [Arkitec35@aol.com](mailto:Arkitec35@aol.com)

### Trivia Question:-

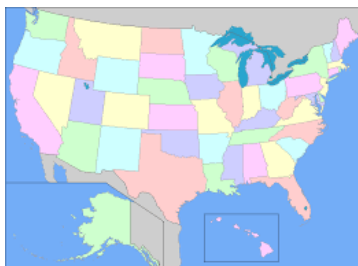
What class is categorized as the bourgeoisie ?



### QUOTE OF THE WEEK

hard work beats talent when talent doesn't work hard.

*thecheertruth*



### LAST WEEK'S TRIVA QUESTION ?

The only US state that ends in the letter K is New York.

## *Finally Spring Might Be Here – Temps Are Rising – Sun Is Out – It's Beautiful Outdoors!*

*Cont'd From Page 1...*

*One of his biggest issues he deals with on a daily basis is maintenance of his equipment. All of the items he and his crew uses to perform their jobs have to be in tip top shape and in good working order. That takes a team of workers that can clean, maintain, and overhaul what needs to be fixed in a timely manner so that it is ready to go tomorrow morning bright and early.*

*When asked, Kyle listed most of the services that Beautiful Outdoors can do:- Lawn care and maintenance, landscape construction, creating outdoor living spaces with such things as gas and wood fire pits; disappearing water features; and outdoor and accent lighting which is a big part of his business. He*

*particularly likes his selection of specialty lights for those in the Lake of the Ozarks that are used to light the boat docks there. More and more he is using both solar and LED lights to create an ecology friendly environment.*

*In 2014 he had an uptick in business in the Ozarks with the building of some seawalls and with snow removal in the winter.*

*Kyle says his best referral are anyone that owns their own home, builders, homes associations, general contractors, property management companies, and remodelers. He currently has 12 full time employees.*

*Kyle is one of the young, and vibrant members of this group and will be the legacy who others will look up to for many years to come. Thanks Kyle for serving your fellow Prospectors with respect like YOU would want to be treated.*

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



***Please keep Nick Giordano and  
his family in your thoughts and  
prayers this week.***

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## **UPCOMING EVENTS:-**

**June 20<sup>th</sup> – Our Annual Progressive Dinner – Save The Date !!**

**Bowling and Bocce at Pinstripes  
After The Facts Announced Soon  
T-Bones Family Night  
Christmas Party 2015**

## **PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES**

### **Phoenix Family Foundation**

As you have heard mentioned at breakfast, I am working with the Auction Committee for the Annual Celebration with dinner, and silent and live auctions. This year's theme is "Party like it's 1999". It should be a fabulous evening and I encourage you to consider attending.

Phoenix Family Housing is a great organization. They provide transitional housing for many low income families, and seniors. Please go to [www.phoenixfamily.org](http://www.phoenixfamily.org) to find out more about the event and the organization.

I hope each of you will join me in donating to the auction for the event. Any gift card, or creative sponsorship is appreciated. First National Bank is providing a KU jersey signed by Bill Self, Chris Pickering has donated a gourmet dinner, and I will be working with Buckley's Wine market to donate a private wine tasting.

If any of you have a second home that you would consider donating for a few days or a week, that is always greatly appreciated!!!!

At the moment, I just need the commitment, along with the value of the donation. In April, I will arrange to pick up the donation.

Thank you so much for your help and generosity!  
Ann Wilkinson

### **Brew-To-Brew Run**

**Brew to Brew is here! Please let me know by this Thursday, March 12th if you want to run and/or crew.**

WHAT: B2B is a Kansas City to Lawrence 10 leg relay event. This event benefits Cystic Fibrosis! The Prospector's Club has had a team the last few years. You can run/walk as little as 2.6 miles, or as much of the 43.4 miles you want. Visit website, <http://brewtobrew.com>, for more information.

**WHEN: Sunday April 12th, 2015**

TIME: We will be starting early. Exact time will be determined after we know our scheduled start time. We usually return mid-afternoon.

REGISTRATION: I will cover the registration cost. Your only cost is a donation to Cystic Fibrosis if you wish.

NEED: We are only allowed one vehicle per team. So am looking for someone to crew who has/or can get a van or so. Alan, we appreciate you doing this last year. Are you in again?

Here's who I have so far:

- Chris Pickering for 4-6 miles
- Rich Sirna for as many miles I decide to give him
- Sean Felton for ? miles
- Kathleen Cussen for 4 miles
- Vickie (Jen's sister) for ? miles

This really is a fun event!! Registration closes early, so I need to know by this Thursday, March 12th, if you will be joining us. Please let me know as soon as you can.

Thanks!

--

Jennifer Shelton

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[jennifersheltonbalance.com](http://jennifersheltonbalance.com)

913-927-1113

## Moving Locations

By now Chris Pickering of The Pickering Law Firm should be settling into their new offices across from the Johnson County Courthouse in downtown Olathe, KS. Congratulations Margot and Chris on the new digs and we will be kept abreast of when they will be ready for visitors.

## Doc Ink Sells Business

Last Week Beverly Williamson of Doc Ink told the group that after being in business for 6 years, that she has chosen to sell her business to Office Products Alliance after considering several exit options. Their present location will be open through March 31<sup>st</sup>, and Beverly will remain on through June 1<sup>st</sup> during the transition. Congratulations to Beverly and her future retirement plans.



## 5th Annual Max Jewell Golf Tournament



When: Saturday, April 25th, 2015  
Registration begins at 8:00 am  
Tee Time: 9:00 am

Where: Minor Park Golf Course  
\$90/Player (\$75 if you sign up by March 13th,  
2015)

This is a Charity as well as a Memorial Golf  
Tournament. All proceeds go to Leukemia and  
Lymphoma Society.

Ways to be involved:  
Playing in the tournament, helps the day of,  
sponsorship, donating raffle or silent auction  
items.

If you have any questions please call Niki Savage  
at 816-941-2286!



Check our "Max  
Jewell Memorial  
Golf Tournament"  
Page on

[facebook](#)

You can contact Mike Darby for more information, too.

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### Prospector's Breakfast Club

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

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

- X Adams, Linda Beverly, Alon Krifrad, Alon Goodheart, Janine, Jen, Jen, Heidi
- X Airey, Douglas ALAN WEAVER, JIM PELL
- X Ashurst, Chase & Amy Crim B., Das H., Jen S., Mike B., Stephanie C., Sean F., Rick W.
- Beckner, Pat \_\_\_\_\_
- X Bell, Jim Chris P., Keith S., Rick W., Matt P., Pat B., Rich S
- Belzer, Dan \_\_\_\_\_
- X Boehringer, Kevin HOWERTON, HAWKINS, SIENA
- Bovard, Zach \_\_\_\_\_
- X Brosseit, Mike Dolce, Pickering, Stenejer, Alan, Chase Janet, slink, Ti Castano, York Village
- X Brown, Erin Jeff Morgan, Shari Walker, The Prospectors Board, Chris Pickering, Rich Sina, Stephanie, Sean Felton, Das H, Cindy, Matt Phar
- X Cocherl, Stephanie Erin Brown, Mike Darby, Tod Foster, Alan Harford
- X Cunningham, Rick Rick W.
- X Cussen, Kathleen Cliff O'Byrne, Chris Pickering, Jeff Morgan
- X Darby, Mike Kyle Douglas, Jean Stella, Matt Sherr, Jeff Morgan Coffee Club, Prospectors Club Ken Steinger, Erin Brown Chase, Stephanie
- Dayal, Vivek \_\_\_\_\_
- Douglas, Kyle \_\_\_\_\_
- Eckinger, Bill \_\_\_\_\_
- X Eidson, Ken Chris Pickering, Mike Darby, Keith Steinger
- Emerson, Bill \_\_\_\_\_
- X Felton, Dr. Sean Rich Sina, Rick Cunningham, Phil Gardano, JFK, Beverly Williamson, Linda Adams, Chase Ashurst, Ed Hutchman
- X Foster, Rod Stephanie Cocherl, Bryan Papp, Ken Eidson, Mike Brosseit, Mike Darby



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

Giordano, Phil \_\_\_\_\_

Goodheart, Alan \_\_\_\_\_

Goodheart, Bruce \_\_\_\_\_

Hardin, Das MIKE D, CHRIS P, ALAN H, SHARI M, MATT P, BERT D, RICH S, ERIN B, CLARE A, ED H,

Hawkins, Darryl MIKE A, CHRIS P, BEN W, KEVIN B, DOCKA, SIRNA S, JANNET TERSTRIP

Heriford, Alan The board, Dan Holk, Das H, Erin B, JFK, Keith S, Kyle D, Linda A, Matt P, Mike M, Mike B, Neil S, Pat B, Rich S, Rick W, Rod F, Sheri M, Steph C, Janice T

Holk, Dan \_\_\_\_\_

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

Hutchison, Ed KEVIN E, KEITH S, CHRIS P

Kennedy, John F. Neal Spencer, Alan Heriford, DR Seary, Phil G.

Kopplin, Mike DAN, CHRISTOPHER, BESSIE, DOMINIC, GINA

Mellott, Mike Wolverton, Giordano Felton, Heriford, Williamson, Sirna, Spencer

Morgan, Jeff Pat Beckman, Dan Holk

Mortko, Sheri ERIN BROWN, JANNET TERSTRIP, KEITH STEINIGER, ALAN GOODHEART, DAS HARDIN, RICH SIRNA, JANNET STONE + PBC board

O'Bryan, Cliff \_\_\_\_\_

Oettmeier, Dr. Bert DAS HARDIN, MIKE DARBY

Phar, Matt ALAN H, JIM DARBY, RICK W, KEITH, KEVIN Y, ERIN, DAS, ROD RAPP, CHRIS P, ZACH, ED HOLLAND

Pickering, Chris MELICIA BERRY, RAPP, SIRNA, TERSTRIP, ROSELL, BROWN, HARDIN

Rapp, Bryan CHRIS P, LINDA T, ROD F, KEVIN E, KYLE D, MATT P, RICK W

Runyan, Joe \_\_\_\_\_

Shelton, Jennifer ADAMS, ASHWORTH, BILL DARBY, PICKERING, SIRNA, STEINIGER, TERSTRIP, WILKINSON, WILLIAMSON

Sirna, Richard BEZES, WALK, HANCOCK, YALC, MELLOTT, DZUK, BERRY, SPENCER, WOLVERTON, MORTKO, STONE, PICKERING, CORNHILL, BELL, THE BOARD

Spencer, Neil \_\_\_\_\_

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

Steiniger, Keith *Wolverton, Shelton, Pickering, Sima, Boehning, Matko, Bell, Cussen*

*ADAMS, Phar, Brown, Williamson, Trierstrip, Darby, Douglas*

Stone, Janet *Ricki, Shari, Janine, Ben, Ken, Adam - Pat -*

*Terstriep, Janine Shari, Janet, Ann, Mike B, Chris P, Linda, Ed, Kathleen,*  
*Keyle, Allen, Tom, Kevin, Keith S, Chris*

Trondson, Chad

Webb, Tyler

Wilkinson, Ann *Janet Stone, Janie Terstriep, Pat Boehning, Ken Cussen*  
*Chris Pickering, Mike Basset, Chip Bryson*

Williamson, Beverly *Jen S, Rod F, Matt P, Keith S, Linda A, Bert O, Janet S,*  
*Chris P, Jim Bell*

Wolverton, Rick *KATHLEEN C. MORGAN MILLER KEITH S. KEVIN B. BRIAN B.*  
*MIKE M. BOARD*

York, Kevin

**GUESTS**

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