



What Kind of First Impression Do You Want To Make To Your Family, Friends, and Clients?

Do you really know how important first impressions are? If it is not a one on one meeting with a client or customer, it is them seeing a picture of you working in your business, on Facebook, Linked In, or many other social media formats. Don't you want that "first impression" to be the best it can be?

For that you need to trust someone that knows how to find something different, something unique about you and your personality that no one else can. There are but a handful of those professionals who can do this well, and our gift of genius comes from **Amy and Chase Ashurst of The Rye Studio..**

(Insert Disneyland music here - specifically Fantasyland). You may have heard the story before, but it never grows old. Single girl has a growing photography business. Boy needs headshot for his talent agency. Friend gives him biz card with gorgeous girl who happens to take great pics. A phone call, photo shoot, and dinner, and the world is changed. That's exactly what happened to Chase and Amy.

Amy tells us how much she loved photography as a child. And it doesn't hurt that she has a knack for a vision to find something very special in each

person, family, or animal she shoots. You can take fifty pics, and it's always when you least expect it that you capture that expression, smile, laugh, or look that just says it all. That is her skill, and our reward!

In the early days, she was doing it all - shooting pictures, editing, selling, billing, and it was not allowing her to do what she does best - take great shots! And along comes Chase, who is dynamic, exciting, energetic, and has developed a new skill set to compliment Amy so that he now handles consults, sales, and billing allowing her more freedom and artistic creativity.

They can now do 6 shoots instead of 2, and they continue doing them both in studio as well as at an outside location of the client's choice. What is even cooler - they have almost exclusively used Facebook and social media in general as her lone means of promoting her business. And she also knows the importance of networking and getting great referrals from her clients.

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Weekly Newsletter

www.prospectorsclub.com

May 28, 2015



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

Janet Stone of REMAX First

See Page 3

THANK YOU'S
See Page 8



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.

**May 28 – Pat Ryan
of Ryan Electric Co.
at Deer Creek CC.**

June 4th - Rod Foster of
BancCard Credit Card
Services at Deer Creek

June 11th Kevin York of
York Companies at Deer
Creek CC.

June 18 – TBA at Deer
Dreek CC.



REFERRALS, IDEAS, SUGGESTIONS, AND “POSITIVE REINFORCEMENTS”

THIS SPOTLIGHT MEMBER OF THE WEEK is Janet Stone of REMAX First State Line. 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 Janet the best information you can. New ideas, thoughts, or referrals. And Janet - *you be OPEN to accepting all the benefits we are ready to give you*.

Here's her info: - phone is 913-481-HOME and email is janetstone@remax.net

Trivia Question:-

Who gave John F. Kennedy a dog named Pushinka ?



QUOTE OF THE WEEK

THE BEST THINGS IN
LIFE ARE ACTUALLY
REALLY EXPENSIVE

The actor Tony Curtis's real name is Bernard Schwartz.

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So Chase and Amy have chronicled the changes in their lives day by day, minute by minute. From their courtship to their wedding to growing a family together. And whatever other ventures come their way, that is front and center in their lives.

Their latest venture is plain and simple. Showing support for our great city and for the strength of small business.

They are very proud - KC Proud to be exact. T-

shirts, hoodies, for young and old alike. Yes, they are proud of their town and others who share their vision.

Their target client has always been a bit younger, high school, college age. But they do weddings, births, family portraits, pets of all kinds, business shots, fantasy pics. If you need something photographed, Rye can give it a shot.

They now love giving someone in high school a chance to learn like she did from her mentor. They offer a scholarship to work side by side with them for a year, and now have others that contribute to funding more internships available to other deserving students.



Lastly, they both love to travel, so how can you combine travel and photography? By letting a client who has a wedding in Hawaii or Jamaica pay for your vacation in turn for giving a memory for a lifetime in the form of capturing the start of their new life together.



What else can we say but how fortunate we are to have the love and support of two great business people to help take Prospectors to new heights. Thanks Amy and Chase for making us look and feel better (with or without Photoshop).

HEY – DO YOUR PART –

MAKE SURE WE ALL SIGN THE THANK YOU SHEETS !!!

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

UPCOMING EVENTS:-

**June 20th – Our Annual Progressive Dinner – Save The Date !!
BE SURE TO SIGN UP ASAP !!**

T-Bones Family Night – To Be Announced

**Christmas Party Saturday, December 5th, 2015 – SAVE THE DATE
At 1520 Grand on Downtown KCMO !!**

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

You are cordially invited by Cliff O’Bryan of Benefit Brokers to a cause near and dear to his heart:-

MAY 31ST, 2015 - RECONCILIATION SERVICES’ 2015 ANNUAL BANQUET

Event to be held at the following time, date, and location:



Sunday, May 31, 2015 from 5:00 PM to 8:00 PM (CDT)

28 Event Space
1300 W 28 St
Kansas City, MO 64108

The evening will feature cocktails, live and silent auction, live jazz by MMF musicians, and dinner catered by local soul food restaurants. It is going to be a blast! FAQs If you have any questions please simply email Events@RS3101.org. If you buy tickets and have to cancel, no problem. We are glad to refund the ticket portion of your purchase within a week of the event. There is no need to...

Tickets are \$75 per person. You will meet wonderful people and learn more about their missions. See Cliff if you have any questions.

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- May 21, 2015

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

- Adams, Linda Beverly, William, Jen Shelton, Darby, Amy, Cliff & Bryan, Alan Heriford, Kevin York, Bert, Erin Brown, John Kennedy, Ann Wilkerson, Kurt Steinger
- Airey, Douglas _____
- Ashurst, Chase & Amy Phil G, Chris V, Erin B, Keith J, Jen J, Mike P, Mike D, Sean F.
- Beckner, Pat Alan H, Jim Bell, Stephanie
- Bell, Jim Bruce, Chris P, Matt P, Pat B.
- Belzer, Dan _____
- Boehringer, Kevin YORK, SIRNA, DOUGLAS
- Bovard, Zach _____
- Brosseit, Mike _____
- Brown, Erin Stephanie, Sheri, Das, Keith, Linda Adams, Mike Darby, Matt Phar, Janine, Chase & Amy, Jennifer Shelton, Alan Heriford
- Cocherl, Stephanie Mike Darby, Erin Brown, Alan Heriford, Matt Phar, Pat Beckner, Janine Turstrik, Janet Stone
- Cunningham, Rick _____
- Cussen, Kathleen _____
- Darby, Mike Erin Brown, Stephanie Cocherl, Ken Eidson, Rod Foster, Das Herck, Paul Offenberg, Chris Pico, Jen Shelton, Kurt Steinger, Rick Wilkerson
- Dayal, Vivek _____
- Douglas, Kyle _____
- Eckinger, Bill _____
- Eidson, Ken _____
- Emerson, Bill _____
- Felton, Dr. Sean _____
- Foster, Rod _____

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

Giordano, Phil _____

Goodheart, Alan Edson, Mellot, O'Bryan

Goodheart, Bruce _____

Hardin, Das Mike B, Alan H, Bert O, Mike D, Mike R, Ken F, Willie Chas P, Ernie B

Hawkins, Darryl _____

Heriford, Alan Jean Bell, Rick S, Alan Rick C, Ed, Das H, Erin B, Jeff M, Jean S, Kath S, Linda A, Matt P, Rick W, Rod F

Holk, Dan _____

Holland, Ed _____

Hutchison, Ed _____

Kennedy, John F. _____

Koplin, Mike _____

Mellott, Mike Wolverton, Giordano, Goodheart, Ryan

Morgan, Jeff _____

Mortko, Sheri Mellott, Browza, Giordano, Cussen, Heriford, Wolverton, Steiniger, Terstrop, Shelton

O'Bryan, Cliff _____

Oettmeier, Dr. Bert _____

Phar, Matt _____

Pickering, Chris Brown, Darryl, Bell, Hardin, Heriford, Sibara, Douglas, Wolverton, O'Bryan, Steiniger, Steiniger

Rapp, Bryan _____

Runyan, Joe _____

Ryan, Pat _____

Shelton, Jennifer Mortko, Janine, Williamson, Ryan, Ashurst, Steiniger, Darby, Brown, Foster

Sirna, Richard Steiniger, Hamilton, Coach JV, Seniors, Red Fox, Janet Stone, Keni Yall, Mortko, Pulley, Goodheart, Bell, Cussen, Bealano, Ryd, Kochner, Wolverton

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

Spencer, Neil AILEY, CUNNINGHAM, DARBY, FELTON, GIORDANO, KENNEDY
PICKERING, RYAN, TERSTRIEP, WOLVERTON, YORK

Steiniger, Keith WOLVERTON, PICKERING, MORTON, DARBY, SHELTON, SIMA, PHAR, HERRSOLD,
KAPLIN, ADAMS, ASHWEST, TAYLOR, BROWN, RAP, YORK, GIORDANO, HOLK.

Stone, Janet _____

Terstriep, Janine _____

Trondson, Chad _____

Webb, Tyler _____

Wilkinson, Ann _____

Williamson, Beverly _____

Wolverson, Rick KEITHA PATRIC G. SHARRIN. ALAN H. (Z) MILLER M.
JENN S.

York, Kevin _____

GUESTS

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