



## *Can Smells and Aromas Lead To One's Career Path? Maybe For a Butcher, a Baker, a Candle Stick Maker, But An Auto Mechanic?*

You know, there's a lot of very distinctive smells that trigger our brains to know what surrounds us. The smell of cinnamon rolls, or a fresh baked apple pie brings memories of our childhood. Flowers in a garden. And, last week, we experienced the wonderful aroma that we all know and love – that of fresh oil and grease, and automobile exhaust from the roar of an antique Ford Galaxie.

Where else could you be in our group but at **Johnson County Automotive – the second home to Alan Heriford.**

We found out last week how motivated a worker Alan really is. He told us of working from the age of 10 mowing lawns, paper routes, and selling popcorn door-to-door with Boy Scouts. He learned so much from these experiences.

Did you ever wonder how he wanted to become a mechanic? Like lots of businesses, Alan was influenced by his grandfather who was a mechanic and so handy at fixing stuff. Alan talked about remembering that smell from his childhood. He loved everything about it.

So he began at the Standard station in Prairie Village pumping gas, changing oil and tires. Learning from the ground up. When around it, you

learn by osmosis. He later worked at other stations / shops and then really learned about how to run a business, and treat customers right.

All the while, he was doing repairs at his home on the side, and keeping very busy flying under the radar.

But he realized that he needed a place to set up shop, and it just so happened that Bob and Judy Moeder (former Prospectors) were selling their business, and Alan and a partner jumped on the opportunity.

What Alan has learned so far – sometimes partnerships don't work out. But more importantly, you need to always do the right thing. Be honest to your clients, and they will support you through thick and thin.

**Continued on Page 4**



## **Weekly Newsletter**

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

**May 14, 2015**



**WE ARE AT DEER CREEK CC,  
7300 WEST 133<sup>RD</sup>, 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"**

**Bryan Rapp of the Bryan  
Rapp Agency (AmFam)**

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

**May 14 – To Be Announced at Deer Creek CC.**

May 21 - Amy and Chase Ashurst of The Rye Studio at Deer Creek CC.

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

June 4<sup>th</sup> - TBA

June 11<sup>th</sup> Kevin York of York Companies at Deer Creek CC.

June 18 – Rod Foster of BancCard Credit Card Services at Deer Dreek CC.



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

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Bryan Rapp of the Bryan Rapp Agency (AmFam). 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 Bryan the best information you can. New ideas, thoughts, or referrals. And Bryan - *you be OPEN to accepting all the benefits we are ready to give you*. Here’s his info: - phone is 913-441-7800 and email is [brapp@amfam.com](mailto:brapp@amfam.com)

**Trivia Question:-**

**What film introduced the song “The First Time Ever I Saw Your Face” ?**



**QUOTE OF THE WEEK**

THE  
GREATEST  
PLEASURE  
IN LIFE IS  
DOING WHAT  
PEOPLE  
SAY  
**YOU**  
CANNOT DO.

Uploaded On CoolNSmart.com



There are three states that border California – Oregon, Nevada, and Arizona.

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Cont'd From Page 1...

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They are constantly trying to figure ways to make improvements in their techniques. Alan for years was deeply immersed in the day to day business and working in his business. But he said it took being in the Prospectors to begin learning how to work on his business, not in it. He has Ernie, his General Manager and who also overlooks the Service Dept. And other specialists in American, Asian, and European models. And they have invested a lot of time and money in the tools for success.

They have lots of diagnostic equipment and special instruments that make working on all makes and models an easier task. But that technology comes with a price, so don't expect JoCo Auto to be the cheapest, 'cause they're not. But you know that you

will be treated fairly and with an honest diagnosis of the issues your car has.

So many of the group attest to the fact that if they had done it right the first time and listened to Alan and his crew, they would have saved hundreds if not thousands in the long run by doing preventive care before the real problem happens.

So Alan – Thanks for making sure we are safer on the roads. (God knows we need that). And for making sure we understand how our autos are our live blood in this transportation driven city.

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

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### ***UPCOMING EVENTS:-***

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

**T-Bones Family Night – To Be Announced**

**Christmas Party Saturday, December 5<sup>th</sup>, 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 31<sup>ST</sup>, 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](mailto: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.

The JoCo Crew



In the works – from an ugly duckling to ??



Alan Heriford's grandfather's records

INVENTORY Year 1 1952  
 Location: *Chick's Garage*  
 Name: *John*

Description	Quantity	Unit Cost	Total Cost	Balance
<i>Auto Parts</i>	1		204	204
<i>3360</i>	1		165	39
<i>2610</i>	1		109	109
<i>2690</i>	1		105	
<i>Canned Radiator Hoses</i>				
CH 35	2	97	194	
CH 40	2	138	276	
CH 47	2	85	170	
CH 59	2	98	196	
CH 65	2	51	102	
CH 94	2	80	160	
CH 97	1	100	100	
CH 98	2	85	170	
CH 105	2	115	230	
CH 118	2	105	210	
CH 121	2	115	230	
CH 119	1	110	110	
CH 126	1	62	62	
CH 130	1	80	80	
CH 131	1	65	65	
CH 132	4	75	300	
CH 137	2	112	224	
CH 145	2	49	98	
CH 151	2	110	220	
CH 160	2	97	194	
CH 173	2	105	210	
CH 213	1		42.04	

Working on clean plates for all...



Big tables or small chairs?



### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date: May 7, 2015

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

Adams, Linda Shirley Montico, Keith Stange, Sean Felton, Jim Shelton, Kevin York, Alan Harford, Beverly Williams, Erin Brown, Janine Tidestrom, Cliff O'Brien, John Kennedy, Ann Wickham, Airy, Douglas

Ashurst, Chase & Amy Stephanie C, Chris P, Rick W, Dan B, Keith S, Phil G, Jer S, Jim B, Alan H.

Beckner, Pat Jim Bell, Keith Stange, Alan Harford

Bell, Jim Bryan, Chris, Dash, Keith S, Keaney, Matt P, Pat B, Rick W

Belzer, Dan JFR, Ed Hutchison, Chase Ashurst

Boehringer, Kevin

Bovard, Zach Bert, Matt, Janine

Brosseit, Mike

Brown, Erin Stephanie, Sheri, Das, Keith, Linda, Mike Darby, Matt Pher, Marie, Sean, Alan Harford, Chris Pakening, Rick

Cocherl, Stephanie Red Foster, Alan Harford, Erin Brown, Mike Darby, Jeff Stone, Chase Ashurst, Linda Adams, Mike Copeland, Matt Pher

Cussen, Kathleen Mike D, Rick Sierra, Jennifer T, Chris P, Jenn S, Cliff O, Alan G, Rick W, Sean F, Bryan Kopp

Darby, Mike Erin Brown, Stephanie Cocherl, Ken Egan, Shirley Felton, Red Foster, Phil Cocherl, John Kennedy, Dan Oulhart, Kyle Young, Keith Stange, Kevin York

Douglas, Kyle Mike D, Alan H, Janine T, Niel S, Chris P

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean JEN STROM, LINDA ADAMS, KEITH STANGE, RICK CUNNINGHAM, ERIN BROWN, ALAN HARFORD

Foster, Rod Jim B, Mike D, Janine T, Rick S, Stephanie C, Keith S

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

Giordano, Phil Sherril M, Mike D, Sean F, JFK (Chase A)

Alan H

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

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

Hardin, Das \_\_\_\_\_

Hawkins, Darryl \_\_\_\_\_

Heriford, Alan Kathleen, Erin B, Chris P, Phil G, Chase A, Kyle D, Pat B, Keith S, JFK, Linda A, Kevin Y, Jason, Sean F

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

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

Hutchison, Ed MIKE, DAN, KEITH, JAMES

Kennedy, John F. Alan Heriford, Phil G, DR Sean, Dan Betzler, Linda Adams

Kopplin, Mike \_\_\_\_\_

Mellott, Mike \_\_\_\_\_

Morgan, Jeff \_\_\_\_\_

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

O'Bryan, Cliff Linda Adams, Kathleen Pruzg, Steve Dwayne

Oettmeier, Dr. Bert Zack Boward, Das Hardin, Rick Sima

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

Pickering, Chris HARDIN, BEIC, DOUGLAS, BROWN, HERIFORD, RAPP, SECTON, DERRY, STRANIER, MILLERSON

Rapp, Bryan \_\_\_\_\_

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

Ryan, Pat \_\_\_\_\_

Shelton, Jennifer Das, Wilkinson, Janine T, Williamson, Ryan, Eleton, Sirna, Darby, Pickering, Eidson, Heriford

Sirna, Richard Conan Sturgeon, Oettmeier, Mattilo, Sturgeon, Darby, Stone, Piggem, Foster, Humber, Borching, York, Bell, Curson, Rapp, The Board, Carter



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

- Spencer, Neil Kyle Douglas, Darryl Hawkins, Alan Newford,  
Janine Terstrep, Kevin York
- Steiniger, Keith Wolverton, Pickens, Mostko, Bell, Dalby, Beckner, Sierra, Cusser, Foster  
Phar, Hutchings, Adams, Felton, Ashurst, Tiershop
- Stone, Janet Ed, Bob, Mike, Ames, Alan S., Rick S.
- Terstrep, Janine SIRNABROS, Rick W, Kevin S, Zach, Rod,  
Chris P,
- Trondson, Chad \_\_\_\_\_
- Webb, Tyler \_\_\_\_\_
- Wilkinson, Ann Chris, Gwendolyn, Jan S, Patty York, Linda Adams  
Stephen's (check off)
- Williamson, Beverly Jen S, Linda A, Alan H., Kevin Y, Matt Phar, Janet Stone
- Wolverton, Rick PROSPECTOR'S BUROS KEITH S. MIKE D. RYAN A. ALAN H.  
SIRNABROS
- York, Kevin ALAN H, LINDA A, Kathleen C, PAT S

**GUESTS**

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