



" I arise in the morning torn between a desire to improve the world and a desire to enjoy the world. This makes it hard to plan the day." - E. B. White

Happiness is when what you think, what you say, and what you do are in harmony."

-Mahatma Gandhi

Each day we deal on a personal level with family, friends, employees and co-workers. We have found ways you can begin to make others notice and pay attention to you. You will become more confident, and carry yourself in a manner you never thought you would.

Learn from the past, be in the present, build the future!

Below is a list of helpful tools and suggestions for more powerful social interactions:-

1) FEET: Pay attention to people's feet. If people are paying attention to you and want the conversation to continue, they will often point their feet towards you. If they want it to end they will point their feet away from you. If you approach two people in the middle of a conversation, and they only turn their torsos and not their feet, they may not want you to join in their conversation.

2) SILENCE: Silence is the best truth serum. If someone won't tell you the full truth, just sit in silence for a while

in their presence and they will often start talking.

3) EYES: When speaking with people, try to look in their eyes and hold the gaze a few seconds longer than usual. A good way to practice this is to notice people's eye color while you listen to them. In this world of looking at our smartphones, eye contact is very powerful and shows confidence and interest.

4) BECAUSE: Add the magic word "Because" to get your way. Studies have shown that people are far more likely to give us our way if we have a "because". And it really doesn't seem to matter what the because is, "May I cut in line because, I would like to cut in line" is far powerful than simply "May I cut in line?". Try it.

Continued on Page 4



Weekly Newsletter

www.prospectorsclub.com

May 21, 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"**

**Matt Phar of Paydayz
Payroll and Human
Resources**

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 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 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 Matt Phar of Paydayz Payroll and Human Resources. 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 Matt the best information you can. New ideas, thoughts, or referrals. And Matt - *you be OPEN to accepting all the benefits we are ready to give you*. Here's his info: - phone is 913-780-9901 and email is matt@paydayz.net

Trivia Question:-

What is Tony Curtis's real name ?



QUOTE OF THE WEEK



The film that introduced Roberta Flack singing « The First Time Ever I Saw Your Face » was Play Misty for Me starring Clint Eastwood.

" I arise in the morning torn between a desire to improve the world and a desire to enjoy the world. This makes it hard to plan the day." - E. B. White

Cont'd From Page 1...

5) NO: If you are dealing with someone who likes to say no, ask for something unreasonable for them to say no to, and they'll say no, then ask for what you actually want, a much more reasonable task, and they're more likely to agree. Sometimes people just like to say no.

6) TEACH: When you're studying/learning something new, teach a friend how/about it. Let them ask questions. If you're able to teach something well, you understand it. The cycle that I use is Learn, Do, Teach.

7) NAME: When you meet people use their name often. People love being referred to by their name. It is a magic word that activates their mind and attention. It will establish a sense of trust and friendship right away.

8) ENTHUSIASM: If you can make yourself happy and excited to see other people, they will react the same to you. It doesn't always work the first time, but it is a learned behavior. Share enthusiasm.

9) HANDS: People find others with warm handshakes to be more desirable, warm up your hands before you shake. Warm hands exude success and confidence.

10) EMOTIONS: People won't remember what you say. They will remember how you make them feel. When giving a presentation or meeting a new group of people, remember that they will remember less than 10% of what you say. But they will remember your emotions and how you treated them.

11) SMILE: If you are sad, make a BIG smile, (even if you don't feel like it) and hold it for 10 seconds. It will release chemicals that will make you believe that you are happier.

12) PASSION: Ask people what they are passionate about, ask them what makes them happy, and ask them what they are looking forward to. These will all create open communication and will make others like being around you. The key here is to be genuinely interested in their answers.

***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 14, 2015

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

Adams, Linda _____

Airey, Douglas _____

Ashurst, Chase & Amy _____

Beckner, Pat _____

Bell, Jim Alan H, Chris P, Das H, Matt P, Keith S, Pat B

Belzer, Dan _____

Boehringer, Kevin _____

Bovard, Zach _____

Brosseit, Mike _____

Brown, Erin _____

Cocherl, Stephanie _____

Cunningham, Rick _____

Cussen, Kathleen _____

Darby, Mike Erin Brown, Stephanie Cocherl, Ken Eidson, Kevin Goltz, Phil Gardner, Jeff Giese, Keith Skung & Das Herdon

Dayal, Vivek Chiff OB, Rocks, Kevin B, Dan B

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 *APAMS, EIDSON, PHAR, SIRNA*

 Goodheart, Bruce _____

 Hardin, Das _____

 Hawkins, Darryl _____

 Heriford, Alan _____

 Holk, Dan _____

 Holland, Ed _____

 Hutchison, Ed _____

 Kennedy, John F. _____

 Kopplin, Mike _____

 Mellott, Mike _____

 Morgan, Jeff _____

 Mortko, Sheri _____

O'Bryan, Cliff *Vivale Dezel, Linda Adams, Katherine Russias*

 Oettmeier, Dr. Bert _____

 Phar, Matt _____

 Pickering, Chris _____

 Rapp, Bryan _____

 Runyan, Joe _____

 Ryan, Pat _____

 Shelton, Jennifer _____

 Sirna, Richard *Shelton Steve Boyd York Spangor Patrick Mankro
Merritt York Hamilton Adams Ed Kevin Bickinger*

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

Spencer, Neil DOUG AIRZY, Sean Felton, Alan Heriford,
Janine Terstrep, Rick Wolverton

Steiniger, Keith _____

Stone, Janet _____

Terstrep, Janine _____

Trondson, Chad _____

Webb, Tyler _____

Wilkinson, Ann MIKE DARBY, Geoff Shutter, Linda Adams,
Janet Stone, Sean Felton

Williamson, Beverly _____

Wolverton, Rick _____

York, Kevin KEITHS, VIVEKA, MIKE D, LINDA A, MATT, PAT R,
JANINE, ALAN H,

GUESTS

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