



## ***Shocking News: Plugging A Gap in An Industry Known For Great Entrepreneurial Service Comes Full Circle To Our Surprise***

Wouldn't it be great if we all worked at a job or ran a business purely on the premise that we are doing this because we love what we do and want to do the best for our clients / customers. Money is not a motivator. Nor is fame or praise. Just the fact we are making a difference in someone's life is good enough. Can you live to reach for those lofty goals on a daily basis? I bet not!

Not many of us run our businesses or work for someone that does accomplish this. But someone that you all know tries his best to accomplish that every day. That would be our own electrifying member, **Pat Ryan of Ryan Electric Co.**

It does not take much to motivate Pat. Having a loving and supportive wife that is there in good times or bad, it is this person who makes Pat who he is today.

Hard to believe, but money is NOT a motivator for Pat. He started his electrician business in 2003 in order to be able to provide more for his family. He was certified in 2004 – a year later. There were low expectations in the beginning. But Pat knew one thing – his clients had to both be satisfied with the work provided and they also had to be

satisfied with the quality of the work done.

Being one with a sense of purpose and a focus on your job comes from early in his business acumen. He did get a degree as an electrician, but ended up being an air traffic controller and recently retired from that position after many years. He worked out of Olathe, KS, one of 25 traffic centers in the continental US. Each covers a large geographic area. He worked with 325 other controllers, watching thousands of planes, large and small, safely take off and land, getting their precious cargo to their destinations. The job is gratifying, but the hours are less than desirable. Sometimes long shifts, or working the graveyard shift to get the planes to the destination.

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## **Weekly Newsletter**

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

**June 4, 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"**

**Keith Steiniger of Proforma  
IDology Marketing Group**

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**THANK YOU'S**

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## 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.

**June 4<sup>th</sup> - Rod Foster of BancCard Credit Card Services at Deer Creek**

June 11<sup>th</sup> –TBA at Deer Creek

June 18 – TBA at Deer Creek CC.

June 25<sup>th</sup> – Keith Steiniger at Deer Creek CC.

July 2<sup>nd</sup> – Meeting to Celebrate our Red, White, and Blue AT Deer Creek.

July 9<sup>th</sup> – SPECIAL BREAKFAST AT Kevin York's home

July 16 – TBA

July 23 – NO MEETING – T-BONES BALLGAME AND TAILGATE.

August – all open dates



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

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Keith Steiniger of Proforma IDology Marketing Group. 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 Keith the best information you can. New ideas, thoughts, or referrals. And Keith - *you be OPEN to accepting all the benefits we are ready to give you*. Here's his info: - phone is 913-735-2780 and email is [keith.steiniger@proforma.com](mailto:keith.steiniger@proforma.com)

### Trivia Question:-

What U.S. state is the home of the headwaters of the Mississippi River?



### QUOTE OF THE WEEK

It's kind of fun to do the impossible.

- Walt Disney

QuotePixel.com

Nikita Khrushchev gave John F. Kennedy a dog named Pushinka.

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Pat talked about a lot of ups and downs in his service industry. He knows that no one is perfect. We are never 100% on top of it. If he or his staff do not do their job to your satisfaction, he only hopes that you are brave enough to call and let them know that a problem exists, or Pat would never find this out. That is why he has employees go out on calls sometimes and do a follow-up right there, talking to the customer and letting them give immediate feedback; this gives Ryan Electric an audit on themselves and what they are doing right, and what needs improvement.

They have been a part of being listed on Angie's List. Again, they get feedback and reviews on their service and work. Pat says he never asks clients for reviews; every one that is listed is truly given because they want to let others know about their great experience.

A good referral for them is mostly in the residential arena. They do lighting, wiring, breaker boxes, switches,

appliance installs, you name it electrically. Their specialty is on existing homes when remodel projects require updating the wiring or fishing new wiring through existing walls while not destroying them. If this is not done right, the cost to come in and re-do it is very costly!

They also do some light commercial projects (just not large ones). And their standards are some of the highest in the industry. It is again all about making their clients happy and ready to recommend you to others that have electrical needs to fulfill.

So it takes a pretty special person to deliver on all these promises, and Pat and his experienced staff stand ready for the task. It is great to have Pat back as a Prospector again and we look forward to many more years of him serving us in our darkest hour. And Pat would tell you when he is done – Let there be light !!

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**HEY – DO YOUR PART –**

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

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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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***We will be voting on a new member this Thursday, and your voice counts. Be sure to be there for this right of expression. (Maybe more to follow soon.)***

## **UPCOMING EVENTS:-**

**June 20<sup>th</sup> – Our Annual Progressive Dinner –**

**Save The Date !!**

**BE SURE TO SIGN UP ASAP – Tell us what you're bringing !!**

**Cocktails & Appetizers – Chris Pickering – 5:30 – 7:00pm**

**Dinner and Desserts – Janet Stone's – 7:30 - ?**

**Several After The Facts are being organized for the near future – watch for details soon.**

**T-Bones Family Night – (Tentatively) Thursday, July 23<sup>rd</sup> Game at approx. 7:05 pm with a Tailgate from Coach's before the game in parking lot. – BE SURE TO GET YOUR TICKETS PAID FOR EARLY.**

**Christmas Party Saturday, December 5<sup>th</sup>, 2015 – SAVE THE DATE**

**At 1520 Grand on Downtown KCMO !!**

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

**Village Flower Company** is looking to expand our staff with an experienced retail sales person. Must have good verbal and written communication skills. Will need to be able to multi-task and use a point-of-sale terminal for orders. This is a part-time position. Average week would be 20-25 hours with more during the holiday season. Call Cindy at 913-722-1325 for details.

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date: MAY 28, 2015

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

Adams, Linda Ann Welford, James Turabyn, John Kennedy, Alan Kempf, Jim Helm, Jen Telton, Blis Williams, Fest Styrer, Pat Ryan, Alan Goddard, Rick Sund, Kevin York, Paul Broad, Airey, Douglas

Ashurst, Chase & Amy

Beckner, Pat Alan Huford

Bell, Jim Bryan R, Chris P, Keith S, Pat B

Belzer, Dan Phil G, John Kennedy, Sean Felton, Dan Holtz

Boehringer, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin Stephanie, Mike Kopplin, Shari Markko x 100, Das, Linda, Mike Darby, Matt Phan, Joanne, Chase + Amy

Cocherl, Stephanie Mike Darby, Erin Brown, Margot Pickering, Janet Stone  
~~Mike Darby, Matt Phan, Joanne, Chase~~

Cunningham, Rick Alan H., Rick W., Kevin Y.

Cussen, Kathleen Rich Sama, Rick W., Phil G., Darryl H., Keith S., Cliff O.

Darby, Mike Mike Brassard, Erin Brown, Stephanie Cocherl, Kathleen Cussen, Ken Eidson, Ed Morgan, Chris Pickering, Jean Shelly Keith, Anne W., Kevin York

Dayal, Vivek Cliff O'S, Rick S., Kevin Y., Ann W., Alan H

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 Dan B, Rich S, Neil S, Mike M, Sherri M, Chase A, Keith S, Kathleen C, Rick W.

Goodheart, Alan AIREY, KEN+WANDA EIDSON, HUTCHISON, MELLOTT, MORGAN, SHELTON,

Goodheart, Bruce

Hardin, Das

Hawkins, Darryl KATHLEEN C, KEVIN T, NEIL S.

Heriford, Alan JEFK, Keith S, Kevin Y, Pat B, Bruce K, Rod F, Das H, Jeff M, Linda A, Matt P, Rich S, Kirk C, Rick W, Stephanie C, Jen S, Vivek D

Holk, Dan MIKE DARBY, DAN BELZER

Holland, Ed

Hutchison, Ed ALAN G, MICKEY, PAT, JACOB

Kennedy, John F. ALAN HERIFORD, LINDA ALANS, SEAN FELTON, DEER CREEK FOR BACON

Kopplin, Mike

Mellott, Mike Welton, Giordano, Stone, Goodheart

Morgan, Jeff ALAN HERIFORD, SEAN F, PHIL, J ALEXANDER

Mortko, Sheri Kathleen, Janine, Keith, Rick, Alan H, Jen, Erin, Felici, Rich S.

O'Bryan, Cliff Kirk P, Linda Adams, Kathleen Cousins, Ed Hartline, Mike Mellott

Oettmeier, Dr. Bert Dan Hardin, Beverly Williamson

Phar, Matt

Pickering, Chris BACON, BELL, SEXTON, ASHWEST, STEINIGER, BROWN, DOUGLAS, WELSTON, DARBY, GIORDANO

Rapp, Bryan

Runyan, Joe

Ryan, Pat

Shelton, Jennifer MORTKO, WILLIAMSON, RYAN, ASHWEST, STEINIGER, DARBY, PICKERING, ADAMS

Sirna, Richard STEVEN COOK FOR MORTKO, STONE, YORK, ROYAL, BELL, ADAMS, GOODHEART, SHELTON, WELSTON, TRUSTING, DARBY, GISSON, ROYAL, MORTKO, A. HENKIN

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

Spencer, Neil, Sean Felton, Darral Hawkins, Rick Cunningham,  
Phil Glorcano, Pat Ryan, Rick Wolverton

Steiniger, Keith York, Brown, Cussen, Hutchings, Morgan, Ashurst, Adams, Hanford  
Phar, Sima, Coach Jen, Darby, Montke, Wolverton

Stone, Janet Rick S., ANN, Doug, Beer

Terstriep, Janine

Trondson, Chad

Webb, Tyler

Wilkinson, Ann Janet Stone, Kea Eiden, Kevin + Patti York, Chris Pickering  
Mike Dwyer, Ed Howard

Williamson, Beverly Jen Shelton, Das Hardin, Matt P, Bert O, Linda A, Jim B, Janets  
Mike K, Kevin Y

Wolverton, Rick PHIL G. RICH S. COACH JENN KATHLEEN C. MIKE M. RICK C.

York, Kevin

**GUESTS**

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