

Technology Happening At The Speed of Light—Are You Ready?

As smart as Albert Einstein was in his day, he never would have envisioned what we have in *our* daily world – handheld devices more powerful than computers just 10 years ago, multi-media available in 6 different sources, instantaneous gratification of what we are doing, minute by minute, and buying virtually anything 24 hours a day.

That's our world, and it is only going to get faster and more intense. So what about how you spend or take money using credit? There are very few people that have less than 3 credit or debit cards in their wallet / purse. We are a mobile driven society and that will continue for the foreseeable future.

How do I know the correct decision to make for me and my business when it comes to paying for purchases, or taking credit and debit cards from our clients? It takes a knowledgeable, driven, detail oriented person to accomplish all this. **Rod Foster of BancCard Credit Card Processing** takes the lead in knowing all about this ever-changing subject.

Rod has been at it with BancCard for over ten years. His family upbringing helped ground him in a strong will to succeed and a strong work ethic as part of a hard-working farm family.

And he has learned tolerance and patience coaching all of his kids in amateur sports leagues. The same success he has had coaching them rolls over to the banking and credit world.

Rod is now the Area Manager for BancCard Midwest, where 90% of their accounts are in Kansas City, and the other 10% are out of the area. The first 6 months were hard, but after about 1 year, his business started to grow, and he has not looked back since 2003. Rod has about 1200 active businesses on his watch. Rod says that his services are not the cheapest, but he is there when you need him most.

What most of us are interested in finding out about is the required changeover to what they call EMV Technology. This is basically creating a much safer and secure means of

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Weekly Newsletter

www.prospectorsclub.com

June 11, 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"**

Jennifer Shelton of Jennifer
Shelton Balance

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.

June 11th –Linda Adams of Cherry-Pickers Marketing at Deer Creek

June 18 – TBA at Deer Creek CC.

June 25th – Keith Steiniger at Deer Creek CC.

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

July 9th – SPECIAL BREAKFAST AT Kevin York's home

July 16 – TBA

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

August – all open dates

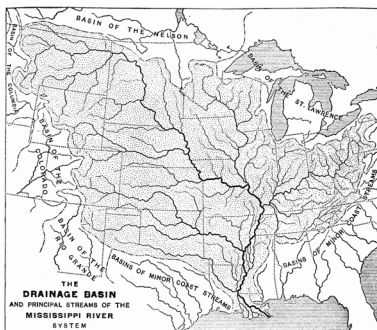


REFERRALS, IDEAS, SUGGESTIONS, AND "POSITIVE REINFORCEMENTS"

THIS SPOTLIGHT MEMBER OF THE WEEK is Jennifer Shelton of Jennifer Shelton Balance 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 Coach Jen the best information you can. New ideas, thoughts, or referrals. And Jennifer - *you be OPEN to accepting all the benefits we are ready to give you.* Here's her info: - phone is 913-927-1113 and email is jen@jennifersheltonbalance.com

Trivia Question:-

What planet in our Solar System has the longest day?



QUOTE OF THE WEEK

If you can dream it,
then you can achieve it...
You will get all you want
in life if you help enough
other people get what they want.
Zig Ziglar

The state that is the home of the headwaters of the mighty Mississippi River is Minnesota.

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making credit card transactions secure. They are now placing a security chip in every newly issued card. This chip, when the card is placed into the machine, will generate a 64 digit number that is unique to that one transaction, and will only allow that ticket to be written if that number is used.

This is much safer for businesses and makes your card much more secure. You will have to have this new technology in place by October 1st, or you will then be responsible for any liability from counterfeiting, theft, or fraud. The machines needed to process these new chip cards cost between \$300 – 350, and can be leased or purchased.

Rod also talked to us about the new mobile technology where you can now both pay and take

credit using your mobile devices (phones, iPads, laptops). You would give your fingerprint as the best line of security so that makes it impossible to forge. No one can open this program but you.

They are struggling to get this technology in line as soon as possible. They are working on getting restaurants and nail salons on board so they can add a tip to the ticket after it is run through. They will probably use some kind of PIN number initially, as well as using a PIN for online transactions.

There is so much happening so fast – what are we all to do? You know the answer – **better call Rod !** Thanks for keeping us informed and up to date and for just being there to help in any way you can. You're the best!

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

WELCOME TO OUR NEWEST MEMBER

***Brad Twigg** of Animal Rehabilitation Center /
Grandview Animal Hospital in Grandview, MO.*

*Please take a minute and tell Brad Hello when you see
him. Good Luck and welcome to the group !*

UPCOMING EVENTS:-

**June 20th – 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 23rd
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.**

PBC Annual Golf Tournament – Friday, October 2nd at Deer Creek CC. (There is no meeting on that Thursday, Oct. 1st). Tee times will be announced closer to date. Plan on joining us for a great After Hours at Coach's South after golf (around 5:30 pm).

**Christmas Party Saturday, December 5th, 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:- June 4, 2015

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

Adams, Linda ED "The Big Guy", Seni Feeth, Alan Harford, Cliff O'Brien, Charo Pickering, Alan Burt, Alan Harford, John Kennedy, Keith York,
Airey, Douglas _____

Ashurst, Chase & Amy Rick y, Chris P, Keith S, Erin B, Jen S, Sean F, Phil G, Mike H, Rick S, Ed H.
Beckner, Pat _____

Bell, Jim Alan G, Chris P, Dan y H, Matt P

Belzer, Dan Phil G. Dr. Seaw

Boehringer, Kevin LINDA ADAMS, RICH SIENA

Bovard, Zach _____

Brosseit, Mike _____

Brown, Erin Stephanie, Mike Kopplin, Sheri, Das, Linda, Mike Darby, Matt Phar, Janine, Chase + Amy, Jen Shelton, Keith, Jeff Morgan, Ken, Phil

Cocherl, Stephanie Edin Blaan, Mike Darby, Marjot Pickering, Janet Stone, Janice Torkleap

Cunningham, Rick Mike B., Neil S.

Cussen, Kathleen _____

Darby, Mike _____

Dayal, Vivek Cliff OB, Rick S, Anne, Alan G, Rick C, Jim B

Douglas, Kyle _____

Eckinger, Bill _____

Eidson, Ken _____

Emerson, Bill _____

Felton, Dr. Sean Chase Ashurst, Neil Spencer, Rick Siena, JFK, Jen Shubert

Foster, Rod Alan Harford, Stephanie Cocherl, Mike Darby, Jim Bell

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

Giordano, Phil Penny B, Janet S, Mike M, Sherr M, Chas A
Keith S, Kathleen C

Goodheart, Alan ADAMS, AIREY, DARBY, DAYAL, ETOSON,
MELLOTT, SHELTON, SIRNA

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl _____

Heriford, Alan _____

Holk, Dan _____

Holland, Ed _____

Hutchison, Ed CLIFF, Linda, Rick W, M.K. D

Kennedy, John F. Jeff Morgan, Linda Adams, Rick Cunningham,
RICK Wolverton, Vivie, Alan Heriford, Sean Felton

Kopplin, Mike _____

Mellott, Mike Goodheart, Wolverton, Giordano

Morgan, Jeff _____

Mortko, Sheri _____

O'Bryan, Cliff Ed Hutchinson, Yvek, Linda A, Kathleen Adams
Mia Millitt

Oettmeier, Dr. Bert ALAN Heriford

Phar, Matt _____

Pickering, Chris HARDIN, BILL, SHELTON, ASHURST, STEINBERG, RAPPAN,
WILLIAMS, DARBY, SIRNA, WILLIAMSON, PAT, BULLOCK

Rapp, Bryan _____

Runyan, Joe _____

Ryan, Pat JENNIFER SHELTON, MIKE BROSETT, NEIL SPENCER,
JANET STONE, ALAN HERFORD, RICK WOLVERTON, ALAN GOODHEART

Shelton, Jennifer KEVIN YORK, LINDA ADAMS

Sirna, Richard HUBBARD, YORK, DARBY, GOODHEART, TRUSTEN BROWN,
PROSEKOR, STEVEN, MORGAN, O'BRYAN, DAYAL, GIORDANO, BRUCE,
COZZI, ASHURST, CUSSEN, STONE, MORTKO, DARBY

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

X Spencer, Neil Chase Ashurst, Rick Cunningham, Sean Felton, Darryl Hawkins,
Alan Herford, PAT RYAN

Steiniger, Keith

X Stone, Janet Stephanie, Ed, Mike D., Rick S., Len, Ben

Terstriep, Janine Linda, Shari, Erin, Steph, Kevin Y, Rick C
Vivek, Rich S, Neil, Zach, The Board & Coaches, Keri

Trondson, Chad

Webb, Tyler

Wilkinson, Ann

Williamson, Beverly

X Wolverton, Rick PATR. GIBSON (2) ALAN H. (2) KEITHS. ROLF. JIM B. GLEN S.
MIKE D. MIKE M.

X York, Kevin Kevin B, VIVEK, ANN W, KEITHS, ALAN H, PAT RYAN,
MATT P, MIKE B, JEFF M.

GUESTS

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