



## ***Become a Networking Beast by Following This 5-Step Plan***

The thought of networking at conferences and industry events makes some entrepreneurs nauseous. If you go into it feeling uncomfortable, your results will be disastrous. Networking is a major part of being a successful entrepreneur, so it's in your best interest to get good at it -- really, really good at it.

Here is a simple plan to make connections and unlock new opportunities by transforming into a networking beast.

### **1. Identify your goals before you even arrive at the event.**

You should have all of your goals identified before the event.

- What are you looking to get out of the event?
- Are you there to prospect for leads?
- What attendees do you want to target?
- What speakers do you want to target?

Reach out to the targets that you know will be attending in advance. Exchange contact details and stay in touch -- plan to meet in the evening and belly up to the bar. Some of your most

valuable connections will be born at the venue hotel bar.

### **2. Leave your sales pitch at home.**

Remember that you aren't there to sell. Avoid rambling off the reasons why your product or service is the best. Instead, ask everyone whom you speak with if there is anything you can do to help their business. This unselfish approach will leave an impression that guarantees they will answer your phone call or email after the conference.

This strategy helps you set the table for a future discussion. Don't forget to follow up with everyone -- open up a dialogue within 72 hours of the event. This helps to ensure your encounter remains fresh in your new contact's mind.

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## **Weekly Newsletter**

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

**July 9, 2015**



**WE ARE AT KEVIN YORK'S HOME, 21025 West 105<sup>th</sup> St., Olathe, KS - MEET UP AT 7 AM; BREAKFAST AT 7:25; SPEAKER AT 8 AM.**

### **SPEAKERS SCHEDULE**

See Page 2

**REFERRALS, IDEAS, SUGGESTIONS, AND "POSITIVE REINFORCEMENTS"**

Janine Terstriep of The Decorative Touch Ltd.

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.

July 9<sup>th</sup> – SPECIAL BREAKFAST AT Kevin York's home, 21025 West 105<sup>th</sup> St., Olathe, KS – K-10 to Woodland, left to 105<sup>th</sup>, then right..

July 16 – Pat Beckner of Beckner & Associates at Deer Creek CC.

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

July 30 – Ed Hutchison of Frechin Pest Control at Deer Creek

August 6 – Brad Twigg of Grandview Animal Hospital at Deer Creek CC.

August 13 – Kevin Boehringer of BSE Structural Engineers LLC at Deer Creek CC.



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

**THIS SPOTLIGHT MEMBER OF THE WEEK** is Janine Terstriep of The Decorative Touch Ltd. 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 Janine the best information you can. New ideas, thoughts, or referrals. And Janine- *you be OPEN to accepting all the benefits we are ready to give you*. Here's his info: - phone is 913-888-1388 and email is [decorativetouchltd@yahoo.com](mailto:decorativetouchltd@yahoo.com)

### Trivia Question:-

What U.S. state contains Cape Hatteras ?



### QUOTE OF THE WEEK

YOUR MIND IS A GARDEN,  
YOUR THOUGHTS ARE THE SEEDS...  
YOU CAN GROW  
FLOWERS,  
OR YOU CAN GROW  
WEEDS...



The day of the year that is exactly in the middle of the year – not a leap year – is July 2<sup>nd</sup>.

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### **3. Don't sound like a robot. Let your personality shine.**

Establishing a half dozen meaningful connections is better than collecting 50 business cards from people you will more than likely never speak to again. Spitting out the same script-like spiel might get you a business card, but probably just to make you go away.

Take time to engage in conversations with the goal of making an impression -- it's that follow up after the networking event that's important. Those are the conversations that lead to business deals and opportunities.

### **4. Be heard and seen.**

Nobody is going to remember interacting with you unless you are memorable. If you are at a conference make an effort to ask at least one question during the Q&A session following every keynote you attend.

Don't just fire off a fluff question -- you need to make sure your questions and interaction is intelligent. This is a great way to get on the radar of everyone in the room. People will approach you after looking to

connect and they will even initiate the conversation. If you are memorable, you become a magnet, pulling in contacts from every direction.

### **5. Work the crowd with a partner that compliments your weaknesses.**

It's always easier to work a crowd when you have a wingman or wingwoman -- it gives you that extra confidence and if you strategically select your networking partner you can make sure you are equipped with someone that makes up for your shortcomings.

For instance, if you are shy, partner up with someone that is very outgoing. Let them open up every conversation and then introduce you to bring it home and make that new connection.

You attend networking events and conferences to make connections, right? Then use this simple plan to make sure you make the most out of every event you attend.

(Reprinted from entrepreneur.com)

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

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

### **T-Bones Family Night –Thursday, July 23<sup>rd</sup>**

**Game at approx. 7:05 pm with a Tailgate from Coach's before the game in parking lot (5:30 pm). – BE SURE TO GET YOUR TICKETS PAID FOR EARLY.**

**PBC Annual Golf Tournament – Friday, October 2<sup>nd</sup> at Deer Creek CC. (There is no meeting on that Thursday, Oct. 1<sup>st</sup>). 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 5<sup>th</sup>, 2015 – SAVE THE DATE**

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

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

**None currently**

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- July 2, 2015

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

Adams, Linda \_\_\_\_\_

Airey, Douglas \_\_\_\_\_

Ashurst, Chase & Amy Den S., Chris P., Alatt, Nick & Phil, Erin B.

Beckner, Pat Alan H., Jim Bell, Janet, Ann

Bell, Jim Alan H., Keith S., Matt P., ~~Neil S.~~ Neil S.

Belzer, Dan \_\_\_\_\_

Boehringer, Kevin VIVEK, HERFORD, SIRNA, PICKERING

Bovard, Zach \_\_\_\_\_

Brosseit, Mike \_\_\_\_\_

Brown, Erin Sheri, Das, Linda, Mike Darby, Matt Phas, Chase + Amy, Rich

Cocherl, Stephanie Mike Darby, Erin Bagan, Janet Stone, Ann Wilkinson, Janine Tenstrop, Sherry, Montko, Margo Pickering

Cunningham, Rick Neil S., Janine T.

Cussen, Kathleen \_\_\_\_\_

Darby, Mike Mike Brosseit, Ken Eidson, Don Harting, Don Holk, Carol Jean, Jeff O'Guson, Nicole S. Kim York

Dayal, Vivek EDR, Carol OB, Keith S., Kevin B., Ann B., Janet S., John K. Kevin CIMP.

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 Alan H, Kevin Y, V, W, K, D, M, Ke M

Goodheart, Alan ADAMS, BECKNER, EIDSON, HOLK'S, O'BRYAN, SHEETON

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

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

Hawkins, Darryl ALAN H. CHRISTOPHER P. JANE S.

Heriford, Alan Ann W, Chase A, Matt P, Rich S, Phil G, Des H, Jen S, Jim B, JFK, Kevin B, Keith S, Linda A, Paris, Rick W, Sheri M

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

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

Hutchison, Ed Jacet, M. Ke D, V, Chris

Kennedy, John F. Linda Adams, Jeff Morgan, Alan Heriford, Rich Sirna, VIVIC & Phil Co.

Kopplin, Mike Des H, Rick W, Keith M, COMB, Sean

Mellott, Mike Sirna, Wolvater, Giordano, Brascitt

Morgan, Jeff Mike Darby, Dan Holk, Linda Adams

Mortko, Sheri Keith, Rick, Alan H, Sean, Erin, Janine, Jen

O'Bryan, Cliff \_\_\_\_\_

Oettmeier, Dr. Bert Mike Darby, Das Hardin

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

Pickering, Chris HODKIN, BELL, SHEETON, ASHURST, STENICKER, BRACITT, DAVILA, WOODMAN, DARBY

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

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

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

Shelton, Jennifer Mortko, Wilkinson, Janine, Kopplin, Ashurst, Sirna, Darby, Heriford, Goodheart

Sirna, Richard Heriford, Janine, Morgan, Foster, Morgan, Adams, J. Sirna, Keith, Sean, Brascitt, Goodheart, Person, Wolvater, Phil G, Brascitt, E. O. The Big Guy, Phil G, Sean Brascitt, Phil G, Brascitt

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

- X Spencer, Neil JIM BELL, RICK CUNNINGHAM, PHIL GIORDANO, DARREL MAWKES  
MIKE KOPPIN, ANN WILKINSON, KEVIN YORK
- X Steiniger, Keith Wolverton, Darby, Adams, Hutchinson, York, Terstriep, Motta,  
Giordano, Bell, Pickenig, Herford, Koppin, J. Wilkinse
- X Stone, Janet Ed, ANN, Pat, Rick
- Terstriep, Janet Keith Steiniger, Coach Jean, Rick Cunningham  
Rick Suria & Bill Suria, Chris "just a little alcohol" Pickenig
- Trondson, Chad \_\_\_\_\_
- Twigg, Brad \_\_\_\_\_
- ✓ Webb, Tyler Keith Steiniger & Rick Cunningham
- ✓ Wilkinson, Ann Alma Hendon, Pat Beckner, Gant Stone, Joanne Stal  
Linda Adams
- Williamson, Beverly \_\_\_\_\_
- X Wolverton, Rick KRITH S. SUTHERM ALAN H. MITCHELL DON H. MICKEL  
COACH JEAN
- X York, Kevin ZACH B, MATT P, DAS H, JANET S, CHRIS P, NEIL S, SIM B, VICK  
LINDA A, ALAN H, RICH S, MIKE D,

**GUESTS**

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