



## ***You Have To Think Anyway, So Why Not Think BIG...***

When it comes to what we each probably dream about, it's someday owning our own building that houses our business. No more rent- we're the landlord. Or at least maybe leasing space with an option to purchase it down the road. Is this just a pipe dream for many of us, or could this be YOU?

**Pat Beckner of Pat Beckner & Associates** thinks it's more than a dream. It's totally possible. You see this is no fly by the seat of your pants organization, as Pat has been doing this on his own for nearly 26 years, and he has been a Prospector 19 of those years. When it came to try and figure out what Pat does, it was clear and simple - "We sell and lease commercial real estate." That's it - hit the nail on the head.

There are five basic types of commercial real estate. There is retail, office space, industrial space, land, and investment property. Pat handles them all. Some are better depending on what your needs are. He's done lots of projects in all these categories. He says he never knows where the next deal will take him. He currently is surprised to tell us that apartment complexes are the hot commodity in RE.

He sells and leases office space more than any other category. But if his clients can't find exactly what they want, Pat always has the build to suit option to discuss. The steps progress from locating a general area to focus on, then finding a great piece of land at the right price. You then hire an architect who designs to your specs, and then you would hire a construction company to handle that aspect along with a contractor who does the building and watches the budget and expenses. And of course, you have to get a banker involved so the financing is in line and ready when needed.

Pat showed us several great examples of work he has done. These included office / warehouse space, Kevin York's current building near 119th and Renner, the addition to the Kansas City Star building on College Blvd, a building he built for former member Dr. Ray Brill, an optometrist just off Johnson Dr. and Lamar, and lastly, a security company who build near K-10 and Ridgeview in Olathe. The list is more extensive than this, but time limits what to discuss.

Pat talked about how strange the market is here in KC. It's been real weird! The last seven years have made no sense at all. Interest rates have gone down, and so has the property values. It is just now showing some signs of recovering. Investors are very confused. That's why, until the market shows some change, that Pat is telling people to invest in apartment complexes. These have been historically consistent with strong markets, both apartments and owner-occupied buildings.

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## **Weekly Newsletter**

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

**July 23, 2015**



**NO MEETING THIS WEEK -  
T-BONES BALL GAME AND  
TAILGATE - BOTH ARE SOLD  
OUT !!**

### **SPEAKERS SCHEDULE**

**See Page 2**

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

**Rick Wolverton of Advanced Interiors.**

**See Page 3**

**THANK YOU'S  
See Page 8**



**July 23 – NO MEETING –  
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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.

July 30 – Brad Twigg of Grandview Animal Hospital at Deer Creek CC.

Aug. 6 – Ed Hutchison of Frechin Pest Control at Deer Creek CC

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

August 20 – Bert Oettmeier, DDS, at Deer Creek CC.

Aug. 27 – Open at this time



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

*THIS SPOTLIGHT MEMBER OF THE WEEK* is Rick Wolverton of Advanced Interiors. 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 Rick the best information you can. New ideas, thoughts, or referrals. And Rick- *you be OPEN to accepting all the benefits we are ready to give you.* Here’s her info: - phone is 913-393-1985 and email is [rick@advancedinteriorsinc.com](mailto:rick@advancedinteriorsinc.com)

**Trivia Question:-**

**Who did Muhammed Ali beat to become World Heavyweight Champion for the first time ?**



**QUOTE OF THE WEEK**

**The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will.**  
**Vince Lombardi**

Yertle the Turtle was and still is a creation of Dr. Seuss.

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Right now rates for a 20 year fixed loan is low, and you would need about 10% down to get it started. Pat says now is a great time to buy a building if you need one and can afford one.

We were left with such a better understanding of what is currently in the pipeline and what we need to be thinking about as our businesses

continue to grow.

So be sure Pat is on you contact log and in your phone, as he is ready to answer questions and to be there as your growth opportunities present themselves. Thanks Pat for being such a valuable asset to our group. Please keep the deals coming!

**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 – ~~SOLD OUT !!~~**

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). Menu includes hot dogs and brats, potato salad, spring salad, watermelon, cookies bottled water and sodas. If you want, you can bring your own beer or other favorite libation. **And BTW, it is National Hot Dog Day - 50 cent Hot dogs at the ballpark and \$1.25 beers all night – Whoo Hoo!!**

**Don't forget to bring your tickets!** If you did not pick your tickets up at last week's meeting, Janet will have them for you at the tailgate party.

Tailgate and ballgame tickets will be billed to your next quarter's Member Dues bill.

**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 16, 2015

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

Adams, Linda ERIN BROWN, JOHN KENNEDY, ALAN HERRIFORD, KEVIN YACK, KATH STERNIGER, PAT BECKNER, ALAN GOOD MORACE, C. HEIC PICKERING

Airey, Douglas KATH STERNIGER, JIM BELL, MIKE DALLAS, CHASE ASHURST

Ashurst, Chase & Amy

Beckner, Pat Alan Herriford, Janet Stone, Jim Bell

Bell, Jim Keith S, Kevin Y, Matt A, Pat B, Rod F.

Belzer, Dan

Boehringer, Kevin BROSSEIT, SIRNA, HERRIFORD, DOUGLAS

Bovard, Zach Morgan, Phur, Herriford

Brosseit, Mike

Brown, Erin Alan Herriford X1000, Sheri, Das, Linda Adams, Mike Darby, Matt Phur, Stephanie, Rich, Jeff Morgan, Chris Pickering

Cocherl, Stephanie Erin Brown, Mike Darby, Janet Stone, Janice Terstree, Margaret Pickering, Mike Brosseit

Cunningham, Rick Phil G., Neil S., Tylor W.

Cussen, Kathleen

Darby, Mike

Dayal, Vivek Janet S, Kevin Y, Cliff OB, Rich S, EDH, Kevin B

Das H.  
P. Ryan

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod Bryan Papp, Rich Serna, Keith Sterniger, Jim Bell, Janet Stone

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

Giordano, Phil Jim M Rick W Rich S, Keith S, Mike M, Matt P.

Goodheart, Alan ADAMS, EIDSON, HOLK, MORGAN, O'BRYAN, SHELTON, SIRNA

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

Hardin, Das Das H, Chris P, Alan H, Linda A, Pat B, Erin B, Mike B, Virek D, Matt P, Mike K, Phil S.

Hawkins, Darryl NEIL S. DOUG A.

Heriford, Alan Das H, Erin B, Jan S, Jim B, JFK, Keith S, Kevin B, Linda A, Matt P, Mike B, Pat B, Phil G, Rich S, Rick W, Sheri M, Zach B, Pat R

Holk, Dan DARBY

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

Hutchison, Ed M.KE, JANET, KEN, Keith, V, Pat

Kennedy, John F. \_\_\_\_\_

Koplin, Mike \_\_\_\_\_

Mellott, Mike Giordano, Mortko, Wolverton

Morgan, Jeff Sheri Murdoch, Rick W, Neil Spencer, Pam Peters, Rick W, Alan Goodheart

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

O'Bryan, Cliff Virek, Jeff Morgan, Glen Goodheart.

Oettmeier, Dr. Bert DAS HARDIN

Phar, Matt Zach, Jim B, Alan H, Erin B, DAS, Bryan R, Kevin Y, Keith, Mike B

Pickering, Chris HARDIN, BILL, DARBY, MORTLO, O'BRYAN, RAPP, SHELTON, BROWN, DOUGLASS, ADAMS

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

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

Ryan, Pat JENNIFER S. JANET S. ALAN HERFORD, JIM BEU, DOUG AYERS, NEIL SPENCER, KEVIN YORK, RICK WOLVERTON, AARON BROWN, MIKE B.

Shelton, Jennifer Wilkinson, Kennedy, Tenstrop, Koplin, Ashurst, Felston, Sirna, Darby, Pickering, Heriford, Adams, Brown, Wolverton, Goodheart

Sirna, Richard Hardin, Bill, Mellott, Brown, Spencer, Conner, Dan, Mortko, Morgan, Boehman, Bobens, Wolter, Tenstrop, York, Galsper, Foster, William, Ashurst, Eany, Payal, Pickering

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

- X Spencer, Neil RICK WUNNINGHAM, DARRYL HAWKINS, Phil Giordano,  
PAT RYAN, MIKE KOPPIN, KEVIN YORK
- X Steiniger, Keith Wolverton, Darby, Adams, Hutchinson, York, Bell, Heniford  
Sirna, Brown, Phar, Brossit, Foster
- X Stone, Janet Sirna, Ark, Bev, Kevin York, Sheri M.
- \_\_\_ Terstriep, Janine \_\_\_\_\_
- \_\_\_ Trondson, Chad \_\_\_\_\_
- \_\_\_ Twigg, Brad \_\_\_\_\_
- X Webb, Tyler Janet Stone
- X Wilkinson, Ann Judith Steiner, Janet Stone, Stan Factor,
- \_\_\_ Williamson, Beverly \_\_\_\_\_
- X Wolverton, Rick ED H. KEITH S. (2) JEFF M. JER ALAN H.  
SHERI M. PAUL G.
- \_\_\_ York, Kevin \_\_\_\_\_

**GUESTS**

Name	Name of Business	Your Position (owner, sales, etc.)
Carly Deblock	Carly Rae Studio	owner (Erik Brown)