



A House is Made of Bricks and Beams, a Home is Made of Hopes and Dreams

We are finding out a bit more of the background of each of our members as they give their presentations each week, and last week was no exception either. It seems our roots that drive us, that make us who we are come from the grounding of family support and love. And this trend still comes out when you listened to **Janet Stone of REMAX State Line Real Estate** spin her tale of where she began.

She was raised near Wichita in a town named Newton, KS, a most typical place to grow up. Her Dad had a dairy farm, and later owned an automobile business. He was described as having a gentle personality, but it was her Mom that instilled a strong work ethic in her. She would make clothes and coats for the kids, and when the prom dance came around, some of the prettiest dresses at prom were worn by Janet.

Janet worked in the car business with her father. She had impeccable handwriting, and this earned her the job of doing the books and filling out the ledgers. Janet hated dealing with taking inventory of all those "dirty, greasy parts", but it had to be done. That's why today she still loves going to **Alan Heriford's Johnson County Auto**, walking in,

and breathing that familiar aroma she remembers from her youth.

And her cultural prowess comes from having music such an important part of her younger years. She played piano, and sang whenever the opportunity arose. She even traveled and performed with as many as 15 others, and still enjoys sharing a song to this day.

After getting married and starting a family, and then transitioning to being a single working Mom, she realized that she was limited to what he could earn working at a dress shop or with her family biz. She knew of others that were selling real estate at the time, and decided that this was her calling.

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Weekly Newsletter

www.prospectorsclub.com

December 17, 2015



**WE ARE AT DEER CREEK CC -
7300 W. 133RD ST., OPKS.
MEET UP AT 7 AM; BREAKFAST
AT 7:25; SPEAKER AT 8 AM.**

SPEAKERS SCHEDULE

See Page 2

NEW FEATURE:-

ROCK STAR STATUS

See Page 3

THANK YOU'S

See Page 8

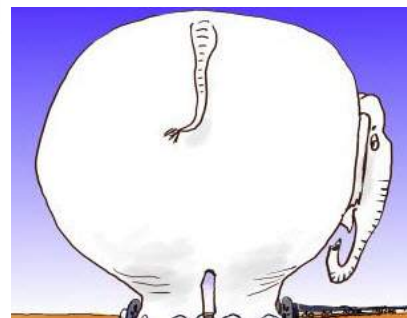


UPCOMING SPEAKERS SCHEDULE

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.



Dec. 17 – Annual White Elephant Christmas Gift Exchange at Deer Creek

Dec. 24 – NO MEETING – CHRISTMAS EVE

Dec. 31 – NO MEETING – NEW YEAR'S EVE.

Jan. 7, 2016 – State of the Prospectors Club at Deer Creek CC.

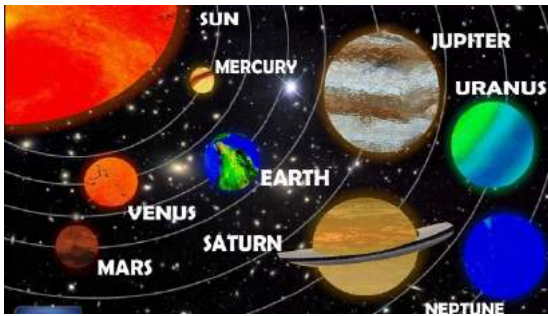


SOMETHING NEW AND FRESH -
ROCK STAR STATUS !!

This is ALL about YOU. We are all ROCK STAR's in this group. So now's YOUR chance to tell us why you shine. What projects you are working on, or what makes your business stand out from the rest. So get your ideas ready - you'll be called soon to hear YOUR STORY !!

Trivia Question:-

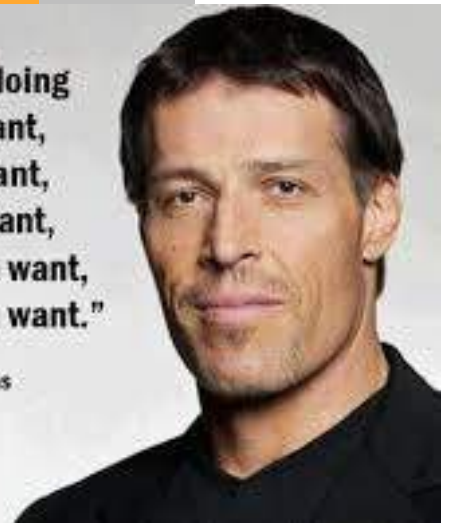
What planet has the longest day?



QUOTE OF THE WEEK

"Success is doing what you want, when you want, where you want, with whom you want, as much as you want."

- Tony Robbins



The only Middle East country without a desert is Lebanon.

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That's what she wanted to do! So she quit her job and started her career. Her first clients were some friends from an engineering firm she worked with for years.

Like most of us in life, there were several chapters she wrote – new husband, more kids – all helping form who she is today. But it was in 2000, when she was invited to join friends at a KC Royals home opener, that she saw this handsome fellow who was a guest of a mutual friend. She paid little attention to the game, and more on his wit and humor. That is now her current spouse, Rich Coleman. They have enjoyed sharing the love of cooking, golf, travel, fine wine and fine dining, and the love of their children and grandchildren. They are both blessed.

Oh, by the way, Janet does sell homes – and she loves what she does. Even though it is like 80% listening and counseling, there is still 20% of her selling to her clients. She joined the REMAX Team in 1992, and knew she made the correct decision ever since. They are currently the #1 Real Estate Brand nationally. There are 81 agents that work in her office, and they each average about \$3 million

in sales annually. Last year, her firm did over \$244 million in total revenue.

It is mostly referrals that gets her new business and it is about 95% from past clients. If needed, she can refer to other agents in the REMAX system. This holds true when there is corporate relocation involved. She also takes great care of first time buyers and families. Interest rates have been fluctuating a bit. This year has been great for the seller market. Most homes that are kept up and are staged correctly have been selling in 24 to 48 hours after listing them. Amazing !!

Janet has been a part of Prospectors since 1982, and has held many offices and served the club in so many ways. We appreciate her dedication to her craft and to those in the club she loves so dearly. If you have any needs that involve buying or selling a home, for whatever reason, let Janet take the time to show you what your choices are in today's confusing RE world. Thanks again Janet for all you have done for Prospectors.

BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

Ed Holland, President of Myron Green Corporation and EBT's first general manager, announced that his flagship restaurant, **EBT**, will be closing their doors this coming New Years Eve. We remember having quite a few Christmas parties at the grand venue, and wish Ed and his staff the best in their future endeavors.

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

We are collecting hats, gloves, scarfs and socks again this year to decorate our tree.



Donations can be made until Friday, December 18th. Phoenix Family will be the recipient of all the collected items.



HELP WANTED / NEEDED – ENDS DEC. 18TH !!!!!

Hangers is looking to fill a driver position that is responsible for delivering clean clothes to our 12 satellite stores and picking up bags of dirty clothes to be returned to our processing facility. Candidates must have a good driving record, a pleasant disposition and attention to detail. A CDL is not required.

Hours are M-Th from around 12:30 PM to 8:30 PM and Friday from 10:00 AM to 5:00 PM. Pay starts at \$10/hour...goes to \$11/hour after 90 days and \$12/hour after 180 days. No benefits are provided.

Please contact us at kabell@hangerskc.com or stop by our Martin City location to fill out an application!

HOLIDAY GIVE-BACK TO GAP!

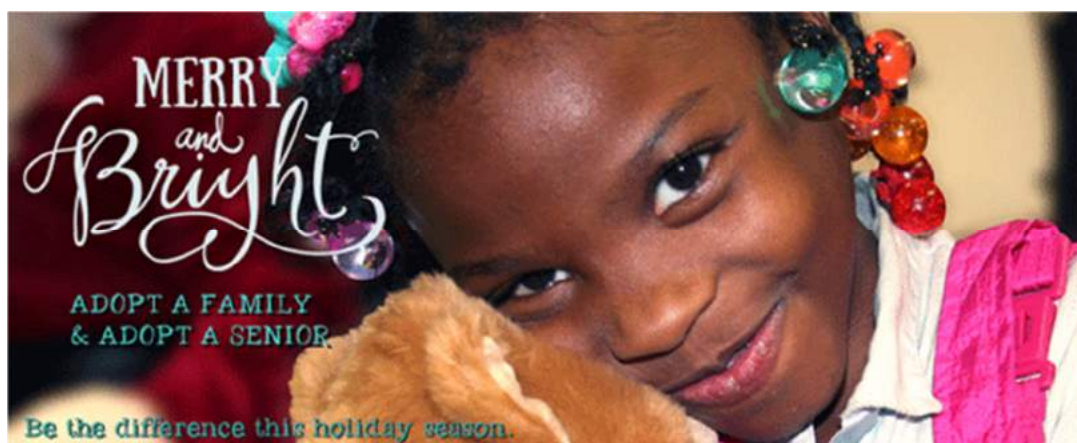


#CanIt & Donate!

For the months of November and December, MMP is collecting cans and/or non-perishable food items for Grandview Assistance Program (GAP). If a customer donates 5 or more items, they will receive \$25 off of their service call! People may donate even if they do not have a plumbing issue, just call and we will come pick it up.



**MORGAN
MILLER
PLUMBING**



Miss Jessica, guess what?

Santa came! Anthony said he wouldn't — but he did!

Thank you.

It was three weeks before Christmas when Sarah came to us. Eight months pregnant, she was working 30 hours a week at a local fast-food restaurant to support her family. Money was always tight, but with a baby on the way and no paid maternity leave, it was even more so now. Every extra penny she had was being saved so she could take care of her family once her newest child was born. She had tears in her eyes when she told us about trying to break it gently to her older children that Santa might not make it this year. Her youngest, Jonah, had looked at her and said "It's okay, Mommy. I already know. Anthony said that he probably wouldn't." His acceptance broke her heart, and ours.

She asked, "Can you help?"

And you did. Because of you, Santa found his way to Jonah's and Anthony's home as well as the home of 256 other children and seniors last year. **Thank you.**

Your generosity created magic: each child wondered how Santa knew what he or she wanted. Each senior wondered what he or she had done to deserve such kindness. Your caring did more than just brighten the holidays, it gave hope and brought joy to each of them. Thank you.

As this holiday season rapidly approaches, please help us make sure that Santa finds his way again.

How Adopt A Family and Adopt a Senior Work:

1. To adopt a family or senior for the holidays, complete our [online sponsor form](#).
2. After receiving your sponsor form, we will contact you with a personalized profile of a family or senior that has been nominated for adoption. The profile provides you with a short biography of family or senior you're adopting as well as general information (names, ages and gender of the children) and a wishlist.
3. After you receive your wish list, go shopping!* You can buy anything or everything on the list - it's up to you.
4. Finally, deliver your gifts to Phoenix Family at 3908 Washington, Kansas City, MO by December 21, 2015. And we'll make sure your family or senior has them by December 24.

*Shopping not your thing? No worries, our "ghost shoppers" will do it for you. Just [email us](#) for more information.

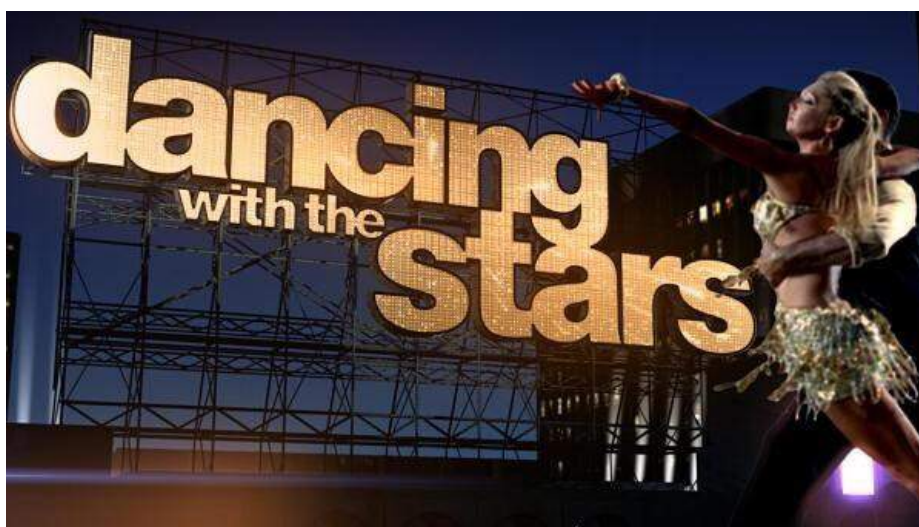
Unable to able to adopt a family, but still want to help? Visit us [online](#) to learn about other ways you can help this holiday season.

On behalf of everyone we serve, thank you for creating a magical holiday season with us.

Sincerely,

Kimber

P.S. We have more than 280 children and seniors waiting to be adopted this holiday season.



Just Announced !!

Proud to have two of your Prospectors members participating in a grand fundraiser for the South Kansas City Chamber of Commerce

"Dancing with the Stars" event this coming February 2016

Watch as [Kathleen Cussen and Jeff Morgan](#) hit the dance floor – and you can participate – more details to follow.

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- DECEMBER 10, 2015

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

Adams, Linda Mike Darby, Sean Fetter, Alan Heniford, Dave Flosser, Bradlee Tays
Chris Pickering, John Kemel, Tyler Webb

_____ Ashurst, Chase & Amy _____

Beckner, Pat Alan H, Keil S

_____ Bell, Jim _____

Belzer, Dan Janet Stone, Phil G., Neil Spencer, Dan Holt, Chris Pickering
Michael Melhot
 Boehringer, Kevin YORK, SIRNA, DAYAL, STEINIGER, CUSSEN, DOUGLAS

Bovard, Zach Phani, Steiniger, Hutchison

_____ Brosseit, Mike _____

Brown, Erin Alan H., Keith, Shari, Das, Mike Darby, Chris Pickering, Janine, Pat Ryan,
Jeff Morgan, Cliff, Janet, Amy Chase, Mike Kaplan
 Cocherl, Stephanie Mike Darby, Kathleen Cussen, Janine, Janet Stone, Alan Heniford
Rod Foster, Keith Steiniger, Mike Brosseit

Cussen, Kathleen Stephanie C. Rick W., Keith S. JFK, Jeff M.
Phil G.

Dayal, Vivek Cliff O B, Rich S, Kyle D

_____ Douglas, Kyle _____

_____ Eckinger, Bill _____

Eidson, Ken _____

_____ Emerson, Bill _____

_____ Felton, Dr. Sean _____

Foster, Rod Neil Spencer, Janet Stone, Janine Terstiep, Kevin York
Mike Darby, Stephanie Cocherl

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

Flessner, Dave Pat Beckler, Alan Goodheart, Linda Adams, Brad Twigg
Sean Felton, JFK, Das + Giddy

Giordano, Phil _____

Goodheart, Alan ELSON, BELZER, EMERSON

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl (JANET + RICH) RICK W, ALAN H, NEIL S.

Heriford, Alan Mike B, Rich S, Stephanie C, Rick C, Rick W, Sheri M, Keith S, Erin B, Pat B, Ann / Clare
Das Hardin, Kevin York, Linda A, Matt P

Holk, Dan BELZER, BRASSITT, DARBY

Holland, Ed _____

Hutchison, Ed Bill, Janet, M. Ke

Kennedy, John F. DAVE FLESSNER, RICK, KATHLEEN, LINDA, NEIL

Kopplin, Mike ERIN BROWN, ALAN GOODHEART,
MIKE MORTON, KEITH, SANCY STONE,

Mellott, Mike WOLVERTON, GIORDANO, SPAIN, SIMA, STONE ELVES, COACH'S I, BELL

Morgan, Jeff _____

Mortko, Sheri _____

O'Bryan, Cliff Yvonne, Chris Pick, Erin Brown

Oettmeier, Dr. Bert _____

Phar, Matt _____

Pickering, Chris HARDIN BELL, BELZER, JANET, BRASSITT, HUTCHISON, SIMA
DOUGLASS, STUBBINS, ASHURST

Rapp, Bryan _____

Runyan, Joe _____

Ryan, Pat ALAN HERIFORD, JANET STONE, SHERI MORTKO,
ERIN BROWN, TYLER WEBB, KEVIN YORK

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

- ____ Shelton, Jennifer _____
- Simpson, Brownie *Mike Wadby, Alan Goodheart, Janet Stone.*
- Sirna, Richard *Harold Stenzen, Melitt Conner, Don Nepp, York Brown*
- Wetzel, Daryl, Pareen, Goodhart, Duesing, Winters, Brown, Roster*
- Spencer, Neil *Darby, Flessner, Foster, Hardin, Hawkins,*
- Kennedy, Melott, Pickering, YORK*
- Steiniger, Keith *Rick W., Mike W., Alan H., Phil, Jackson, Rich, Kathleen, Ed H.*
- Linda, Pat B., Stephanie, Vicky, Ken + Chris*
- Stone, Janet *Jamie, Steve, Dill, Kevin + Paul York-*
- Terstriep, Janine *Janet, Sheri, Rick S., Kevin Y., Erin, Steph*
- Linda, Tyler*
- ____ Trondson, Chad _____
- Twigg, Brad *Jeff Morgan, Chris Pickering, Linda Adams, Dave Flemer*
- Webb, Tyler *J. Bell, L. Adams, B. Rapp, P. Ryan, A. Goodheart, J. Stone, B. Simpson*
- ____ Wilkinson, Ann _____
- ____ Williamson, Beverly _____
- Wolverton, Rick *RICK S. JAMIE, KATHLEEN, CRIN, TIM B. DAN B. KEITH*
- SIBRI ALAN H. (C) JFK DARYL*
- ____ York, Kevin _____

GUESTS

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