



Unless you are Batman, Superman, or immortal, you NEED insurance!

OK, do yourself a favor. At the end of the day, take a look back starting from you waking up until you are heading home in your car. Take a minute to think of all of your personal possessions, assets if you will, that you have touched. Let's see. Television or stereo, clothes, jewelry, your home and its structure with all its inner works (appliances, furniture, electronics, art, exercise equipment, etc.). How about your car or motorcycle?

What would happen if you had a fire? Tornado? Theft? Earthquake? Flood? Do you have enough INSURANCE to cover your losses? Who do you turn to? Who can give you the advice you may need?

It probably will be someone like **Bryan Rapp of the Bryan Rapp Agency**, or maybe even Bryan himself!

Seems you can learn your stuff in insurance by beginning with one special category like autos and building your success on that. That's how he began, by working up claims reports for those that were in accidents or had damaged autos. He would help process their claims, worked as an adjuster, and even was able to glean experience in a auto body shop working with lots of companies processing claims that came into the shop. This is where he learned about companies that serviced their clients well.

He learned the process and who was doing things right (American Family), and he was tired of working for others and was ready to take a leap of faith and open his own agency.

That was in 2006. Since then he has moved a few times as growth and changing client profiles have made those moves

necessary. Now in western Shawnee, he and his staff of four are working in harmony to service their client base when needed. What is so great is the training each in his office have allows them to handle almost any situation until Bryan can take the reins. So you are never more than a phone call away to get a claim started or even have a question answered.

He covers all of your most basic insurance needs (fire, auto, home) as well as some commercial and has just last year hired a Life Insurance specialist to help him expand and grow that segment of his business.

Because insurance is buying a product that you can't see or touch, it is even more important to have someone there for you and not just an operator on an 800 line. Bryan and his group are at the ready 24/7.

And Bryan attributes much of his success to becoming so grounded with his immediate and extended family. He told us how now he can't wait to get home and have all his kids come running out to greet him home (he secretly wished that his wife would take note of the kid's efforts here).

Continued on Page 4



Weekly

Newsletter

"In all you say and do, always bring the best in you." by Dan Kahler

www.prospectorsclub.com

January 21, 2016



**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 Keith Steiniger, our Membership Chairman a call at 913-735-2780 or email at ksteiniger@idologymg.com before you visit our group so we can make sure there are no category conflicts with our current members.

Jan. 21 – Dan Holk of Motivation Through Incentives at Deer Creek CC.

Jan. 28 – Stephanie Cochrell of First National Bank at Deer Creek CC.

Feb. 4 - – Jeff Morgan of Morgan Miller Plumbing at Deer Creek CC.

Feb. 11 – To Be Announced – any volunteers?

Feb. 18 – Mike Mellott of MEM Accounting and Tax Service

Feb. 25 – Derrick Hobbs of GradSpecs 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 U.S. national park contains Gumbo Limbo Trail? Hint...see below.



QUOTE OF THE WEEK

“Successful people are always looking for opportunities to help others. Unsuccessful people are always asking, 'What's in it for me?'”

~ Brian Tracy

The nickname of the blues pianist named Ferdinand Morton was Jelly Roll.

Unless you are Batman, Superman, or immortal, you NEED insurance!

Cont'd From Page 1...

So if you have ANY questions about insurance and don't know who to talk to, just give Bryan a call. He has humbly offered to be your go-to guy when it comes to insurance, whether you are a client or not.

Thanks Bryan for all you do to insure that we all can live better and more worry-free lives.

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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES



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 11th, 2016

from 5:30pm to 8:30pm.

Watch as **Kathleen Cussen and Jeff Morgan** along with other Chamber members hit the dance floor – and you can participate.

Join us for our 2016 Annual Dinner and enjoy an evening featuring the amazing car collection of the **Armacost Car Museum**, great food and networking....plus some "Dancing with the Stars" Chamber style!

Register here: <http://conta.cc/1Sw4j1O> #DWTS



Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- Jan 14, 2016

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

Adams, Linda

Airey, Douglas Zach Bostard, Jennifer Shelton, Alan Froid HEART

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim Dave F, Kelly C, Matt P, Rob B, Neil S.

Belzer, Dan

Boehring, Kevin

Bovard, Zach Phar, Pickering, Papp, Giordano, Airey

Brosseit, Mike Heriford, Darby, Janine, Koppelin, Boehringer

Brown, Erin

Cocherl, Stephanie Janine, Derek Hobbs, Mike Darby, Mike Brosseit, prospectors board
Rod Foster, Kathleen Cussen

Cunningham, Rick

Cussen, Kathleen Alan H. Mike K. Jeff M. Sheri M. Alan G.

Darby, Mike Kathy King, Stephanie, Jeff, Rich, Andrea, Matt, Kyle, Pamy Braun

Dayal, Vivek Cliff OB, Rick S, Das H

Douglas, Kyle

Eckinger, Bill

Eidson, Ken Mike Darby

Emerson, Bill

Felton, Dr. Sean Linda Adams, Brad Myers, Derek Hobbs, Rich Sima, JFK, Dave Flessner,
Eric Brown, Sheri Morfko

Foster, Rod Das & Cindy, Neil G, Bryan R, Alan H,
Mike & Brian Darby

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

Flessner, Dave Sara Bell, Jeff, Mongod, Linda Adams, Rick Wolverton
Sean Felton, Alan Goodheart, Brad Twigg

Giordano, Phil _____

Goodheart, Alan AIKEY BELZER FLESSNER HUTCHISON

Goodheart, Bruce _____

Hardin, Das Rich S, Chris P, Ed H, Ed Hut, Anne D, Neil S, Ken F, Alan H, Jens
Matt P, Tyler W, Chom, M, Erin B

Hawkins, Darryl NEIL S. BRIAN R. RICK W.

Heriford, Alan Ann W, Kathleen C, Mike S, Rick C, Das H, JFK, Keith S,
Linda A, Matt P, Pat B, Rob S, Rick W, Rod F, Sheri M

Hobbs, Derek Stephane, Ed, Jeff, Neil, and Sean

Holk, Dan BRAD DARBY, KEITH STEINIGER

Holland, Ed _____

Hutchison, Ed _____

Kennedy, John F. Keith Steiniger, Alan Herford, Linda Adams

Kopplin, Mike Kathleen, Alan Goodheart, Alan
Herford, Christopher Ackerling

Mellott, Mike Sirna, Giordano, Wolverton, Cussen

Morgan, Jeff Mike Darby, Erin Brown, Sean F, Kathleen C

Mortko, Sheri Janine, Jen, Erin, Das, Kathleen, Rick, Alan H,
Linda A, Felici, Sean + welcome Derek

O'Bryan, Cliff Vick, Chris

Oettmeier, Dr. Bert _____

Phar, Matt Rick, Zach, Chris P, Das, Darby, Keith,
Ken Y, Alan H, Tim B

Pickering, Chris HARDIN; BEVARD; BILL; SIRNA; PHAR; TIERSTRI,
BROWN; CUSSEN; DARBY; SHELTON

Rapp, Bryan _____

Runyan, Joe _____

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

Ryan, Pat _____

Shelton, Jennifer Twigg, Marko, Wilkinson, Terstriep, Sirna, Darby,
Pickering, Aron, ~~Jim~~
 Simpson, Brownie Dave Flessner, Mike Darby

Sirna, Richard Hobbs Stayer Coach, Pickering, Hendstar, Aron, Darby,
Cussen, Trustring, Alan, Mike Talton, Honda, Poyse, Neeloff
 Spencer, Neil Jim Bell, Stephanie Cockerl, Dave Flessner, Rod Foster,
Das Hardin, Darryl Hawk (US), Derek Hobbs, Jeff Morgan, Julie Terstriep,
 Steiniger, Keith _____

Stone, Janet Alan G., Ann, Linda, Mike M.

Terstriep, Janine Mike B., Sheri M., Rod F., Stephanie C,
Kevin Y,
 Trondson, Chad _____

Twigg, Brad _____

Webb, Tyler Das Hardin, Janine Terstriep, Janet Stone

Wilkinson, Ann Alan Horeford, Jean Sarker, Cliff O'Brien, Doug Auld,
Rick Wolverton, Kyle Kuyler
 Williamson, Beverly _____

Wolverton, Rick STEPHAN C. BRIAN A. SHERI M. ALAN M. J. MORGAN,
JIM B., CHAD, TRONSON
 York, Kevin _____

GUESTS

Name	Name of Business	Your Position (owner, sales, etc.)
Brian Smith	Fresh Post+Control	Sales/Radon Instal.