



Very Few of Us Are Like Fine Rye Whiskey – Aged to Perfection.

Let's start this week's review with a striking comparison. There are good whiskeys and then there are great whiskeys. The difference is truly the age and maturity of the brew. Same holds true for Prospectors that are older and more mature. These are the premium blend of members we have.

Last week we reached for our Top Shelf blends, aged nearly 70 years to near perfection. I'm talking about our very own **Dan Holk of Motivation Through Incentives.**

Dan is an amazing human specimen, not just by what he currently does but how he has lived his life to the max. He credits his prowess to the lineage that passed before him. Grandfathers and great grandfathers that instilled a strong work ethic, a love of the land, and a true sense of family togetherness. He lived what he called a "simple life", never wanting much. Had food on the table and a place to call home. That was enough.

Dan grew up in what's now the Urban Core of KC. Always wanting to be a Park Ranger, he went to Pittsburg State in KS, and studied both Geology and Geography. He was entrenched in his learning when the escalation of the Vietnam War occurred. He was drafted with a low number and off he went to mature even faster. You never hear veterans, especially of those serving two tours, speak much about what they did or saw. We caught but a passing glimpse of what several years of military service entailed.

He told us how he and his other veteran friends were not truly welcomed home after their service. So Dan was trying his best to settle back into life back home. His Mother, knowing his love for discovering wonderful places around the world as he studied earlier in life, suggested he find a job as a travel

agent. So off he went, landing the first job he interviewed for. That job lasted 7.5 years. Then he wanted more and went to work for a larger agency. But he quickly became disheartened and that was when he opened his own travel agency, and waited to see what lied ahead. It seems all of his clients liked what he did for them before, and actively searched Dan out. There were many 8+ hour days, and lots of Mac & Cheese or maybe even missing a meal altogether.

They say the measure of a successful travel agency then was to have \$1 million in sales. After two years, Dan was at \$6 - \$7M and counting.

An airline's biggest expenses were their payroll and agent's commissions. With them trying to keep costs in line and the advent of the World Wide Web, and then the deregulation of the airlines allowing for there being no more commissions for them, it was a mass exodus of many, including Dan. He closed his business the summer of 2002.

Dan tells of traveling the world, learning about every country he visited. He experienced what he could relate back to his clients. He says he's visited over 100 countries, and has ridden elephants, camels, been in the tops of trees in the rain forests, and climbed more than one mountain.

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Weekly

Newsletter

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

www.prospectorsclub.com

January 28, 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. 28 – Stephanie Cocherl 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 is Tony Curtis's real name?



QUOTE OF THE WEEK



Did you know?

If you put a finger in your ear and scratch, it sounds like Pacman!



TEENSCANRELATE • TUMBLR • COM

(Knew you would try this.....)



The U.S. national park that contains Gumbo Limbo Trail (in FLA) is the Everglades National Park in Florida.

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Cont'd From Page 1...

Selling roofs was what he tried doing next, but this could never fix the hole in his heart. So Dan happened upon further investigation a company that gave him his spirit and drive back.

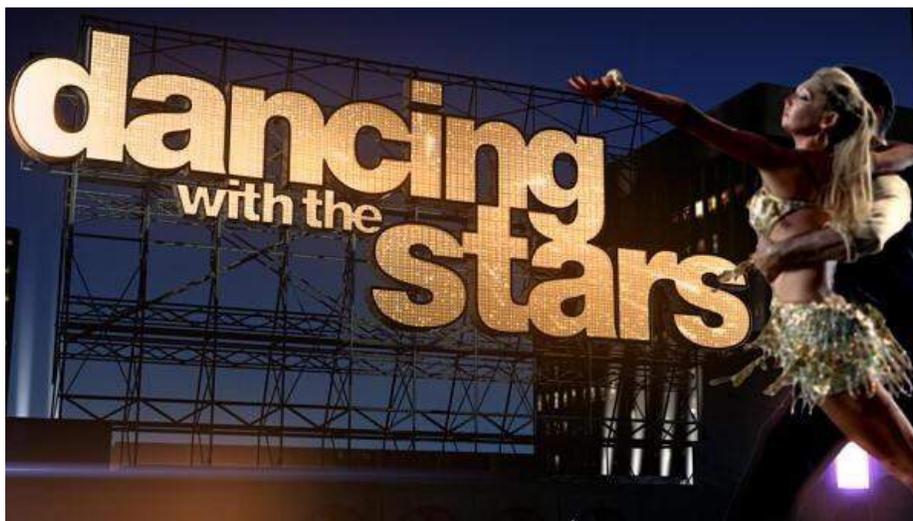
Motivation Through Incentives is a 30 year old company that specializes in incentivizing travel as a way to recognize your employees successes or as a means to build Team Spirit by bringing the workforce together in a fun and beautiful setting. From skiing to the warm waters of the Caribbean or Mexico, Dan's company can arrange whatever you desire. They serve groups from maybe 30 or 40 up to 400. And they are currently booking out 18 to 24 months.

You see, Dan set up his own comparison to whiskey because he practices what he preaches. If you are thinking of going somewhere fun or romantic, or a place to take the family on vacation, chances are Dan has been there, and can give you a mental tour of what to see and do, and where to stay.

What a resource most of us did not know we had available. Thanks Dan for being the "well-aged" bottle on the shelf. Cheers!

***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 21, 2016

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

Adams, Linda Alan Heriford, Mike Darby, Janet Stone, Keith Styer, Sean Felton

Airey, Douglas Sonny for Shelton, Alan Goodheart

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim Alan G, Chris P, Matt F.

Belzer, Dan Phil G, Alan Goodheart, Neil Spencer

Boehringer, Kevin VIVEK, SIRNA, DOUGLAS, BROSEIT

Bovard, Zach

Brosseit, Mike

Brown, Erin Keith, Sheri, Das, Mike Darby, Matt Phas, Chris Pickering, Alan Heriford, Janine, Linda, Cliff, Chase + Amy, Sean Felton

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

Cunningham, Rick

Cussen, Kathleen Keith S, Jeff Morgan, Mike M, Darryl H, Phil G.

Darby, Mike

Dayal, Vivek Kevin B, Rich S, Cliff OB, Rod F

Douglas, Kyle Chris P, Mike D, Ken B, Ann W, Neal S

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod Sean Felton, Neil Spencer, Alan Heriford, Dave Flessner, Jim Bell

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

Flessner, Dave Rick Wolverton, Alan Goodheart, Red Foster, Chris Pickering,
Jeff Morgan, Mike Darby, LINDA ADAMS

Giordano, Phil Keith S, Rick W, Mike M, Kathleen L, Dan B.

Goodheart, Alan HERIFORD, EMERSON, PICKERING, FLESSNER,
ATLEY, EDSON, BOUATIN

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl ALAN GOODMERE, JIM BELL, RICK WOLVERTON, KATHLEEN CUSSEN,
SARINE TIERSHIP

Heriford, Alan _____

Hobbs, Derek Chris Pickering, Ed the Bug Guy, Neil, and Sean Felton

Holk, Dan KEVIN EDSON

Holland, Ed _____

Hutchison, Ed _____

Kennedy, John F. _____

Kopplin, Mike _____

Mellott, Mike Wolverton, Sierra, Giordano, Hardin, Cussen, Darby

Morgan, Jeff Bruce T, Kathleen, Dave Flessner, Erin Brown, Mike Darby

Mortko, Sheri _____

O'Bryan, Cliff Yves, Chris

Oettmeier, Dr. Bert _____

Phar, Matt _____

Pickering, Chris HARDIN, BOUARD, BELL, SIERRA, PHAR, TIERSHIP, BROWN,
CUSSEN, DARBY, SULTON, RAPP, DOUGLAS, FLESSNER

Rapp, Bryan _____

Runyan, Joe _____

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

____ Ryan, Pat _____

Shelton, Jennifer Mortko, Wilkinson, Terstriep, Kopplin, Ashurst,
Sirna, Pickering, Wolverton, Aicay
____ Simpson, Brownie _____

Sirna, Richard Hessford, Cooper, De Stoya, Wolverton, Coxson, York
Boscher, Foster, Melott, Cowling, Palmer, Spence, Feltner, Styer

Spencer, Neil BOB ALLEY, JIM BELL, DAN BELZER, KYLE DOUGLASS, DEREK HODG
ROD FOSTER, RICH SIRNA

Steiniger, Keith RICK W., MIKE D., ALAN H., RICH S., LINDA, JIM SHERR,
MATT, CACH, ANN W., ED H., KATHLEEN, KEVIN B., SPAN F., KEN SWANDA

Stone, Janet Phil D., Linda, Janine

____ Terstriep, Janine Janet, Kathleen, Stephanie, Linda, Erin, Sheri,
Darryl, Mike S., Jean S., Tyler
____ Trondson, Chad _____

Twigg, Brad Jeff Morgan, Sean Feldon, Jen Sheldon, Linda Adams

Webb, Tyler Das Hardin

____ Wilkinson, Ann _____

____ Williamson, Beverly _____

Wolverton, Rick MURKIN, CACH JENN DAVE E. RICK S.

____ York, Kevin _____

GUESTS

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