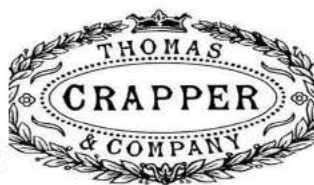


**MORGAN
MILLER
PLUMBING**



Maybe The Second Oldest Profession Known To Man – There's Always Been the Need.

The journey this young man started is no different than many others. Considered a native of Kansas City he has a little bit of a bad side which the ladies always like but much more on the good side of his life which is reflected in everything he does. He's adventuresome, calculated yet kind, considerate, and smart.

In high school he was your typical nonconformist, a party kind of guy who enjoyed life and learned to live it to its fullest at a very young age. If you were introduced to him today you would never know that young man has worked his way through life. His name is **Jeff Morgan of Morgan and Miller Plumbing.**

You see when he was but a junior in high school there was an incident where he got hit in the head and he was rushed to the hospital. He was sick for days, ate no food, became totally delirious. They said he had a 50-50 chance of living after surgery, and they ended up shaving all the hair off his head. Growing up in the 60s nobody had short hair except if you were in the military.

So you might be asking how did Jeff end up becoming the owner of Morgan Miller Plumbing? How in the heck did he get in this business? Well the nut doesn't fall far from the tree. You see in his family lineage, both father and grandfather worked in the plumbing business. Jeff's father was actually in the plumbing supply business and based his entire career on being honest and building a great reputation for good service, something that Jeff noticed but didn't put into practice until much later in his life. He now tries to do exactly the same thing that his predecessors did.

Now it seems the average life cycle of a plumber lasts between 20 and 25 years but Jeff has been in some form somehow working in the industry since she left high school. He learned a lot from working for others but deep in his heart he knew that someday he wanted to own his own business. That dream began

19 years ago just about this time in February when he started Morgan Miller. He has worked very hard to create a great environment for him and his workforce and slowly has built a very successful company but it was not all wine and roses. The early days were tough. There were piles of bills that were measured along a wall like a small child being measured for his height every month as he grew.

They were doing lots of big projects bidding on them and getting them, but when they kept looking at their bottom line they knew that something wasn't right in many instances. Even though they were successful at the bids, their net profits were in the negative.

But Jeff was smart. He realized he needed help; he needed someone to help organize the office and get the billing, invoicing and paperwork straightened out. He ended up getting a young lady who said she thinks that she would be able to do that. She came in just as a bookkeeper and worked starting part time for Morgan Miller. Jeff soon found out that there was so much more that this person had to offer. We speak of course of a lady named Stella Crewse.

Continued on Page 4



Weekly Newsletter

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

www.prospectorsclub.com

February 11, 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.

Feb. 11 – Preview of Dancing with the Chamber Stars – Kathleen Cussen and Jeff Morgan at Deer Creek CC.

Feb. 18 – Mike Mellott of MEM Accounting and Tax Service at Deer Creek CC.

Feb. 25 – Derek Hobbs of GradSpecs at Deer Creek CC.

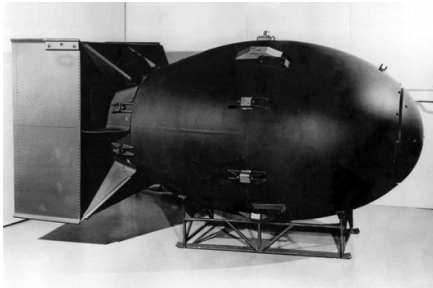


SOMETHING NEW AND FRESH - **ROCK STAR STATUS !!**

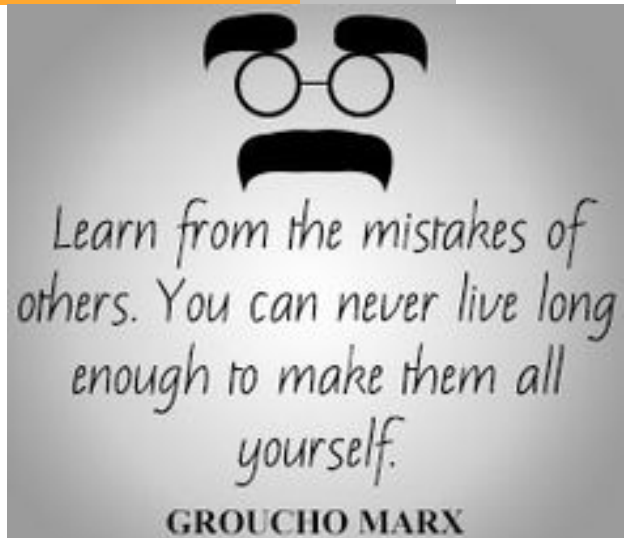
This is ALL about YOU. We are all ROCK STAR's in this group. So now's YOUR chance to tell us why you shine. What projects you are working on, or what makes your business stand out from the rest. So get your ideas ready - you'll be called soon to hear YOUR STORY !!

Trivia Question:-

What's called a radiation enhancement weapon by the Pentagon ?



QUOTE OF THE WEEK



The Ziegfield Follies singer's career that was recounted in the movie Funny Girl was Fanny Brice.

Maybe The Second Oldest Profession Known To Man – There's Always Been the Need.

Cont'd From Page 1...

It did not take Jeff long to realize that this was one of the best business decisions he ever made several years ago, actually about six years ago. Jeff knew that it was time to try to develop the business further by using social media, specifically Facebook to try and get more exposure for the business. This would allow him to turn over the general operations of Morgan Miller to Stella. He knew it was time for him to get out of her way and let her run the company like he should have probably done several years before.

Morgan Miller is a full service plumbing company that does both residential and commercial that includes toilets, water heaters, sump pumps, cleaning of sewer lines, clogged pipes clogged toilet drains fixing ice makers and refrigerators, and probably 100 other water related items.

The one thing Jeff said they do not do is any plumbing for new construction, either residential or commercial. Now if you know Jeff, you know that six years ago he changed the entire focus of what he did every day, and it was probably the best thing that could've happened to his business; his interest in growing his presence on Facebook, LinkedIn

and other social media venues created a following that continues to grow even today. And of course his joining Prospectors Club five years ago was the second best decision he's ever made.

So does Jeff have a vision of the future? Of course he does - you see, his wife is planning on retiring October of next year and he has already said that he has set the plans to exit the company in motion already.

He will slowly phase himself out knowing that is going to be left in the best of hands with Stella at the helm. Who knows, we may even see her as a member of Prospectors in future months and years to come.

All we can say is to Jeff thanks for making the entire Prospector family more aware of what's happening in Kansas City and how we can interact more every day to let people know who we are and what we do. We would've never learned that except from you. Thanks Jeff for all you've done and for all that you continue to do, and we hope that you are a success in whatever you strive to do in your future years to come.

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

BREAK OUT KC - GROUP ACTIVITY

We had to change the date for our adventure down to Breakout KC.

The new date is Saturday, February 20th We will meet at 11:00, have a bite to eat - start time of 11:40 & 12:00

Please let me know ASAP if those that signed up are unable to attend or if you can make this new date.

I have spots for **ONE MORE PERSON**. Here is the original list: (15)

Keith & Keri
Zach & Randi
Brad & Stephanie
Rich + 1
Janine Terstriep
Ann Wilkinson
Rod Foster
Derek Hobbs
Dave Flessner
Alan Heriford
Kathleen Cussen

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:-

Feb. 4, 2016

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

☒ Adams, Linda *Dave Plessner, Alan Herford, Sean Felton, Mike Darby, Keith Steiniger, John Kennedy*
☒ Airey, Douglas *Neil Spencer, Alan Herford*
 Ashurst, Chase & Amy _____
 Beckner, Pat _____
☒ Bell, Jim *Bert, Chris P, Keith S, Ken Y, Pat B, Pat R*
☒ Belzer, Dan *Alan Herford, Neil Spencer*
☒ Boehringer, Kevin *STEINIGER, BROSEIT, SIRNA*
☒ Bovard, Zach *Steiniger, Darby, Phil, Lipp, Giordano*
 Brosseit, Mike _____
 Brown, Erin _____
☒ Cocherl, Stephanie *Mike Darby, Tamme, Rich Simon, David Stone, Keith Steiniger, Alan Herford, Dr. Sean Felton, Kevin B, Alan Goodheart, Ann Wilkinson, Brian, Brand*
 Cunningham, Rick _____
☒ Cussen, Kathleen *Jeff M, Phil G, Bryan R, Mike K, Keith S, Neal S, Leigh Wagner*
 Darby, Mike _____
 Dayal, Vivek _____
☒ Douglas, Kyle *Mike D, Ken E, Spencer*
 Eckinger, Bill _____
☒ Eidson, Ken _____
 Emerson, Bill _____
☒ Felton, Dr. Sean *Stephanie Cocherl, Linda Adams, Phil Giordano, Mike Darby, Keith Steiniger, Rich Simon, Cecil Jensen, Dave Helsen*
☒ Foster, Rod *Stephanie Cocherl, Alan Herford, Mike Darby*

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

Flessner, Dave LINDA Adams, Alan Goodheart, Jeff Morgan, Sean Feltard, Rod Foster
Darryl Hawkins, Chris Pickering, Jim Bell, Derrick Hobbs
 X Giordano, Phil Rock B, Sean + Keith S, Sheri M, Rick W, Kathleen L
mike m.
 Goodheart, Alan ZACH BOVARD, MIKE DARBY, KENNEDY, DAVE FLESSNER,
ALAN HERIFORD, CHRIS PICKERING,
 Goodheart, Bruce _____
 Hardin, Das _____
 X Hawkins, Darryl Rock W, ALAN G
 X Heriford, Alan Sirna, E Brown, Phil G, Ann W, Linda A, Kyle D, Ma + P, P + R, Dan B, Das H
Alan G, Keith S, Mike B, Neil S, JFK, Rod F, Jim B, Mike K, Sheri M, Rick W, Amy + Chase
 X Hobbs, Derek Dave Flessner, Neil Spencer, Sheri Mortko
 X Holk, Dan Wendy, Blison, Darby, Stone, Newstrom, Steiniger, Brown, Ottmeier
 Holland, Ed _____
 X Hutchison, Ed Rick, Alan, Mike
 Kennedy, John F. _____
 X Kopplin, Mike Kathleen, Sheri, Linda Jean
Erin + Das
 X Mellott, Mike Giordano, Goodheart
 Morgan, Jeff _____
 X Mortko, Sheri Derek, Alan H, Keith, Rick W, Mike K, Erin
 X O'Bryan, Cliff Rock, Chris Pickering
 X Oettmeier, Dr. Bert Tyler Webb
 X Phar, Matt Keith, Kevin, Rick, Jim B, Erin B, Das, Jeff M, Alan H
Chris P, Bryan P, Zach B
 Pickering, Chris PHAR, O'BRYAN, HARDIN, RAPP, SIKELTON, BELL, DARBY
DOVANS, SIMPSON, BART
 Rapp, Bryan _____
 Runyan, Joe _____

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

✓ Ryan, Pat JEFF MORGAN, KEVIN YORK, JIM BELL, DOUG AIRY,
JANET STONE, ALAN HERFORD, ED HUTCHINSON

Shelton, Jennifer _____

Simpson, Brownie _____

X Sirna, Richard Goodman - Hartford Douglas, Gage per Rusty Hawkins

X York, Steven Danny Prospector Board Ed Hesterson - Gage

X Spencer, Neil Doug Airey, Jim Bell, Kyle Douglas, Darryl Hawkins,
Alan Herford, Derek Hobbs, Rick Wolverton

X Steiniger, Keith York, Hollis Cochert, Phar, Felton, Buchinger, Gussen, Giordano, Marko
Bell, Adams, Sirna Herford, Darby, Wolverton, Bovard, Wilkinson

X Stone, Janet DAN H, ANN, JFR

Terstriep, Janine P Board, Janet, Rick S, Sheri, Linda, Stephanie
Rod F, Darryl H, Chris

X Trondson, Chad Wolverton, Foster, Hartford, Rapp

X Twigg, Brad Jeff Morgan, Jenn Felton, Alan Goodhard, Das
Hartlin X2

X Webb, Tyler Don Holk & Janet Stone

X Wilkinson, Ann Keith Steiniger, Stephanie Cochert, Jennifer Swafford,
Rick Sirna, Chase Ashurst, Alan Herford

Williamson, Beverly _____

X Wolverton, Rick BOARD KEITH STEINER ALAN H. G. PAUL

York, Kevin _____

GUESTS

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