Life for young entrepreneurs today is not like it was 30 or 40 years ago. Our world is moving fast. Everyone wants instant gratification. Most millennials do not have the patience or experience to know how to take their ideas to fruition, to make a place for themselves in today’s hectic world.

Then sometimes we find the ripe apple that does not fall far from the tree. You can tell so much about a person in the first 10 seconds of meeting them. You can tell they are honest, smart, energetic. You can feel them take over a room. We have recently met that persona in Derek Hobbs of GradSpecs.

Derek is a shining young star in our Prospectors Universe. We are only beginning to learn of his skill set and his motivation in life at such an early age. Kind of reminds us each of what we were like not too many years ago.

He is rooted in a strong work ethic, watching his parents do what was needed to provide for their family of five. His mother managed entire medical practices, and his father shined in selling granite and Corian with their many uses. His Dad may have sold ice to Eskimo at one time.

Besides his hands-on family skills, he has embraced his love of sports to help round out his abilities to learn, compete, strategize, and win. Derek probably does not even realize how these activities come back to make him who he is today.

We compare where he’s been and what’s lies ahead as if it were that apple tree. It starts from nothing but a seed, nurtured and cared for, it reaps the reward of luscious fruit. Growing a business compares just like this.

You see, Derek is no dummy. He learned a lot about the human brain, its thought process, and how it causes us to pay attention to our surroundings. Working with adults with neurological disorders, doing his research, led him to appreciate the gift he himself had. But it was not leading him to do what he loved doing.
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.

Mar. 3 – Ann Wilkinson – First National Bank Mortgage at Deer Creek CC.

Mar. 10 – Bert Oettmeier DDS at Deer Creek CC.

Mar. 17 – Chris Pickering of The Pickering Law Firm at Deer Creek CC.

Mar. 24 – Cliff O’Bryan of Benefit Brokers at Deer Creek CC.

Mar. 31 – Doug Airey of Doug Airey Home Care at Deer Creek CC.
PROSPECTORS BREAKFAST CLUB 3/3/16

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 fruit is used in the dye for government inspector’s meat stamps?

QUOTE OF THE WEEK

AH GOOD SIR
I DO BELIEVE I HAVE SHAT IN MY PANTALOONS

The first Life Saver flavor was not a fruit, but was called Pep-O-Mint, or peppermint.
It’s An Old Saying, But It Is Still True – The Apple Does Not Fall Far from The Apple Tree.

So if you’re not happy, do something that takes you there – his new mantra.

You see, besides being a bit of a jock, Derek was technically savvy too. He was tuned into what was happening around him. The internet. He got the whole digital world thing. But he needed to learn more. So that’s what he did.

He began teaching himself different skills, and was into computer programming. A daunting task for anyone, but not Derek. He had referenced it to being his journey, but frankly, he has just but stepped onto the path. He has a long highway to navigate in his future years, and he seems poised to take that drive soon.

His decision has not been without challenges, but each of us have made choices that we have regretted, but you don’t learn unless you make mistakes. You remember that from being a kid. But now it comes full circle.

His focus and passion are more evident than ever. What you did not make right the first time, you do correctly when it happens again. It becomes an attitude thing. You think positive thoughts, and it kind of feeds off them.

Bottom line – GradSpecs is a company which enables Derek to help with a company’s processes. He can help digitize excess paper, and enhance the management and success by learning more of how the business functions.

But he knows service has its limitations. So he looks to developing other “apps” that will further enhance company’s bottom lines. It is all very cutting edge, but the future is there for all of us to watch and learn.

He says he still has lots to accomplish in his life, and that vision sticks in his brain. Let’s all watch that apple tree blossom and bear fruit, and we too may taste the delicious success that lies ahead for him. Derek, stay true to yourself and let us learn and experience from you every week.

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

Employment Request:

Pest control service tech...Clean cut individual. Will train. Considered an independent contractor. Starting around $40,000/year while building up to $70,000/year net.

Upside--doesn't have to work with me. Ed 816.616.6138

Dates to Remember.............

BREAK OUT KC - GROUP ACTIVITY

We got double-booked, so there will be a new date announced soon for the Breakout KC event upcoming.
Save the Date:

Sunday, April 3rd is the Annual Brew-to-Brew Run from Boulevard Brewing Co. to Lawrence, KS. Jennifer Shelton is organizing another group to participate. If you wish to run or even walk a segment or want to just come along for the ride, let her know as soon as possible. This is always a fun day and you will see lots of great sights along the way and meet some other crazy folks. Call Jennifer at 913-927-1113 or email at jen@jennifersheltonbalance.com

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Reconciliation Services Dinner / Fundraiser – Cliff O’Bryan - information to follow.

Tour de Hope Benefit – Bringing Hope to Deserving Local Charities Through an Uncommonly Fun Cycling Event !!

The TOUR de HOPE Charity raised funds in excess of $12,000 for last year’s charity, the Hope Center Technology and Leadership fund. This year’s efforts were realized through a variety of events; our annual TOUR de HOPE bike ride, a Texas Hold ’Em Poker Tournament, car wash and more.

- Sunday, May 1, 2016
- Metric Century/KOM ~ 7:30am
- Maggi Hacker 50 Mile ~ 7:30am
- 34 Mile/KOM Season Starter ~ 8:30am
- 14 Mile Fun Ride ~ 9am

See next page...
LOCATION:

- Liberty Memorial, Kansas City, MO
- Front lawn, near circle drive @ Main entrance
- See Keith Steiniger or Mike Darby for more information

AFTER THE FACTS IS BACK !!!

Come join Ann Wilkinson and Stephanie Cocherl, both of First National Bank as they host our first ATF event of 2016.

When: Monday, March 7th – 4:30 pm to 7 pm

Where: 4610 West 78th Terrace, Prairie Village, KS (Ann's home)

Here is a map to the location:

https://www.google.com/maps/place/4610+W+78th+Terrace,+Prairie+Village,+KS+66208/@38.986981,-94.6414967,17z/data=!3m1!4b1!4m2!3m1!1s0x87c0eeaf283fc3d3:0xc141fd583d73aa6a

St. Patrick’s Day Parade in Martin City – Sunday, March 13th

Come join in the family friendly fun! Sunday March 13th.

Whiskey (5K) Run starts at 8:30 am. The race is chip-timed and participants will get a t-shirt, glass mug, and FREE breakfast from RC's after the race. Contact me if you’d like to join my Hangers' team.

Save room in your bellies and don't fill that mug until you get to Phil's shop. We are starting things up around 11:00 am (It's 5:00 somewhere...right?) at Grade-A-Tree. Food, drinks, front row seat to the parade and live music by none other than the Hanover Express! We have attached a link to the day’s festivities if you’d like a more detailed outline of the day.

Here’s a link to see all the details:

http://irishpalooza.com/
# Prospector’s Breakfast Club

**Attendance and Thank You’s**

**Meeting Date:** February 25, 2016

**PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING**

<table>
<thead>
<tr>
<th>Name</th>
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<td>Felton, Dr. Sean</td>
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<td>Foster, Rod</td>
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Flessner, Dave
Giordano, Phil
Goodheart, Alan
Goodheart, Bruce
Hadlin, Das
Hawkins, Darryl
Heriford, Alan
Hobbs, Derek
Holk, Dan
Holland, Ed
Hutchison, Ed
Kennedy, John F.
Kopplin, Mike
Mellott, Mike
Mortko, Sheri
O'Bryan, Cliff
Oettmeier, Dr. Bert
Phar, Matt
Pickering, Chris
Rapp, Bryan
Runyan, Joe

MCLAIN, Brad
Norris, John
Pickering, Chris
Rapp, Bryan
Runyan, Joe

NEIL S., CHRISTOPHER P., KATHLEEN C., VIVIK D., KEN, MIKE D., ALAN H., CAT R., JEN S., DARRYL, KEITH, RICK, ERIN

Note: The list includes names with checkmarks indicating attendance at a meeting.
PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

Ryan, Pat
_Shelton, Jennifer_Cochrane, Hollie_Twiggis, Betzer, Mitter, Des.
_Simpson, Brownie_Mark Snyder, Chris Peak-Di, Chris, Kathleen Cussen
_Sirna, Richard_Seven, Matt, Ken, John, Dan, Peter, Stacey, Georgia, Dick, Bob
_Spencer, Neil_Doug, Ali, Mike, John, Darro, Newling, Alan, Heford, Dark, Hoffs,
_Cho, Mary, Brownie, Sammy, Ollie, Wolverton, Kevin, York, Mott, Phar,
_Steiniger, Keith_Wolverton, Daddy, Sirna, Adams, Mott, Lusso, 6chel, Deus,
_Stone, Janet_Douglas, vehement, Dave, Brown,
_Terstrlip, Janine_York, Stone, Brown, Shelton, Siuna, Corknell
_Merriko, Twigg
_Troldson, Chad
_TWigg, Brad_Janine, Sean, F., Linda, K., Dave, F., Erin, Brown
_Wagner, Leigh_Sean, Eiton, Stephanie, Cochen, Kathleen, Cussen, Keith, Steiniger
_Webb, Tyler_Linda, Adams, Mike, Deltor, Keith, Steiniger, Dan, Halk
_Wilkinson, Ann_North, East, Pat Lucas, Jack, Steve, Ride, Johnson
_Willianson, Beverly
_Wolverton, Rick_TENN, ANN, NICK, ANN, NICK, PETE, NICK
_York, Kevin

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