



It's An Old Saying, But It Is Still True – The Apple Does Not Fall Far from The Apple Tree.

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.

Continued on Page 4.....



**Weekly
Newsletter**

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

www.prospectorsclub.com

March 3, 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.

**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.**



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



The first Life Saver flavor was not a fruit, but was called Pep-O-Mint, or peppermint.

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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!1sox87coeeaf283fc3d3:oxc141fd583d73aa6a>

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

- Adams, Linda _____
- Airey, Douglas Don Gardner, Don Z. Dan, Phil GARDNER
- _____ Ashurst, Chase & Amy _____
- Beckner, Pat Ann W, Chris P
- _____ Bell, Jim _____
- Belzer, Dan Mike Darby, Rick Wolventon
- _____ Boehringer, Kevin SIRNA, ~~COCHERL~~ COCHERL, STEINIGER, FLESSHER
- Bovard, Zach Steiniger, Phoe, Tiering, CUSSEN
- _____ Brosseit, Mike _____
- Brown, Erin Alan H, Janine Terstrup, Ciff, Amy + Chase, Jeff Morgan, Keith, Sherry, Das, Mike Darby, Matt Phar, Chris Pickering, Ann Wilkinson
- Cocherl, Stephanie Mike Darby, Tawine, Coach Ted, Leigh Wagner, Dr. Sean Matt Phar, Rod Foster, Keith Steiniger, Ann Wilkinson, Ed the Bug guy
- _____ Cunningham, Rick _____
- Cussen, Kathleen Ken S, Phil G, Rick, Rick The Breakfast Crowd
- Darby, Mike Don Belzer, Ken Eidson, Rod Foster, Das, Ed, Bert, Amy, Chris, Jane Kevin, Rick W.
- Dayal, Vivek Cliff OD, Rick S, Dave F, Alan G, Mike M, Pat B, Arny H
- _____ Douglas, Kyle _____
- _____ Eckinger, Bill _____
- Eldson, Ken Mike Darby, Chris Pickering, Doug Airey
- _____ Emerson, Bill _____
- _____ Felton, Dr. Sean _____
- _____ Foster, Rod _____

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

- Flessner, Dave Vivak Dayal, Dwayne Simpson, Patrick, Alan Goodheart
- Linda Adams, Darryl Hawkins, Rich Sirna, Kevin Boehringer
- Giordano, Phil Doug A, Jen S, Sherrin, Keith S, Rick W
- Mike M, Alan H.
- Goodheart, Alan BELZER, BROSEIT, DAYAL, EIDSON,
- FLESSNER, HOLK, WILKINSON, SIRNA'S, PHAR, O'BRYAN
- Goodheart, Bruce _____
- Hardin, Das _____
- Hawkins, Darryl NEIL S, CHRISTOPHER P, KATHLEEN C, VIVIK D.
- Heriford, Alan _____
- Hobbs, Derek _____
- Holk, Dan Cliff O'BRYAN, TUCK WEAVER
- Holland, Ed _____
- Hutchison, Ed JANET, KEN, MIKE D
- Kennedy, John F. _____
- Kopplin, Mike _____
- Mellott, Mike Sirna Bros, Giordano, Dayal, Bell, Morgan, Wolstein
- Morgan, Jeff _____
- Mortko, Sheri Alan H, Pat R, Jen S, Darryl, Keith, Rick, Erin
- O'Bryan, Cliff _____
- Oettmeier, Dr. Bert Mike Darby
- Phar, Matt Alan G, Zach, Chris P, Alan H, Mike B, Neil, DAS, Erin
- Jim, Kun Y, Karl, Stephan C,
- Pickering, Chris PHAR, STEVEN, RICK, NADIM, HAWKINS, BEAULI, BECKER
- O'BRYAN, FLESSNER, SPENSER DOUGLAS
- Rapp, Bryan _____
- Runyan, Joe _____

