



"Let Us Never Negotiate Out of Fear. But Let Us Never Fear to Negotiate." -John F. Kennedy.

It is spring today, and with that comes the start of baseball season. Most players know they must concentrate on trying to see the ball, because once in a while, they get thrown a curve. As we stood at the ready in the box last week, we too got thrown a curve- OK, maybe a slider.

You see, we all came to breakfast anticipating what the lineup was, but at the last minute it changed. The star of the game was none other than the slugger, **Christopher Pickering of The Pickering Law Firm** (he's got a pinch hitter in his partner, and daughter, **Margot Pickering**).



We were poised to hear more about what Chris does best – specializing in years of experience in business and corporate disputes to assist clients with thoughtful

resolutions to their legal issues. Chris felt it necessary to bring to the game the fact we all needed training in handling better negotiations, both in business and in life. So just who are the best negotiators? You shouldn't be looking too far- it's your kids! They are the best and most innocent manipulators of all.

We are never taught about negotiating in school or college, only when you go to law school does it come up. Skills are seldom taught, but they can be easily learned.

Our lives are a continuous battle, conflicts if you will. But negotiating is meant to help resolve these by the use of compromise, mediation, adjudication, or if none of those work, possibly murder. (*Duly noted- not a suggested resolution.*)

There was so much material to cover on this topic, we had a 3 hour presentation shortened to 30 minutes, all power packed. Chris talked of choosing where the negotiations take place. They could be over dinner in person, or at a neutral site. Even better is to volunteer to meet at "their" place. Try not to sit straight across from them with a table in between. Better to sit at a corner or even a round table. Try and have nothing between you and them. Or lastly, you could use the phone if you can't control your emotions and facial tells. And for heaven's sake, do not get into paper wars or sending emails back and forth. *You'll never win.*

When scheduling your session, plan on it being a quick timeframe. Make it as short as possible, and try not to make it an all- day affair.

When you stop to think it through, you really negotiate with everyone, from your husband or wife, your kids, to the car dealer, your leasing agent, real estate agent, or your bank. You may not even think you are negotiating, but you do. You need to establish who is in authority, who is in control. Like when it's with your leasing agent, who else has an interest in your position? Both your owners and the mortgage company do.

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

Mar. 31 – Doug Airey of Doug Airey Home Care at Deer Creek CC.

Apr. 7 – Rich Sirna of Sorna Bros. Hauling at Deer Creek CC.

Apr. 14 – Brownie Simpson of Kansas City Catering AT Kansas City Catering

Apr. 21 – Zach Bovard of Tight Solutions 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:-

Who was the only member of the WJM-TV news crew not fired in the last episode of the Mary Tyler Moore Show?



QUOTE OF THE WEEK



The first words spoken on the moon was NOT – One small step for man, one giant leap for mankind ; it was – Houston, Tranquility Base here – the Eagle has landed.

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There are several types of negotiations. You can either be in a competitive mode or a cooperative mode. Once you are competitive, you're always there. But you have a much better chance at reaching your goals by sharing a cooperative settlement.

Preparing for negotiations, there is one important thing to remember - knowledge is power. Know what answers are to questions you ask and statements you ask before they are presented. Put yourself in their shoes. Don't use their value system, ask plenty of questions.

Once you go through all the steps of trying to arrive at a mutual solution, it's time to make an offer. Statistics show that those making the first offer have an emotional and psychological advantage in arriving at a favorable conclusion. When making an offer, you start with pleasantries (saying Hello), then you present your information that forms your argument. Both parties present these. Third, there is a competitive phase where arguments are made and positions gained or lost. By now you should be ready to get all the details out on the table, so hence, you are ready to close the negotiations.

Chris talked briefly about blocking techniques that are typically used to try and disrupt the negotiations. Those could be ignoring the question altogether, answer what only benefits you, give a short cursory answer, answer a question with a question, state that the question was "out of bounds", or stall by saying "Why do you ask?"

What's your Best Alternative To Negotiating An Agreement? (BATNA). One always tries to reach an agreement, but sometimes it may go several days or weeks out. If you don't reach a settlement today, don't worry. And, the other party may not even be capable of reaching a compromise that you desire.

When it is all said and done, we all need to become better negotiators. In our daily game of life, when you are batting 1 for 4, it's time to talk to the manager in charge, Coach Pickering, for the answers to your issues. Thank you Chris for having the solutions we all need and want.

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

Dates to Remember.....

BREAK OUT KC - GROUP ACTIVITY

Same original group scheduled for Thurs. April 7th at 6:40 pm and 7:00 pm. See Kathleen for more details.....

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

Open Positions at Dolce Bakery



Dolce Bakery is a locally owned, scratch bakery located in the Village Shops. We are currently filling PT and FT positions throughout the bakery. Our team consists of creative, committed, and uplifting people. We are seeking friendly individuals that are excited to be a part of this growing, busy bakery and connect with our customers with warmth and enthusiasm.

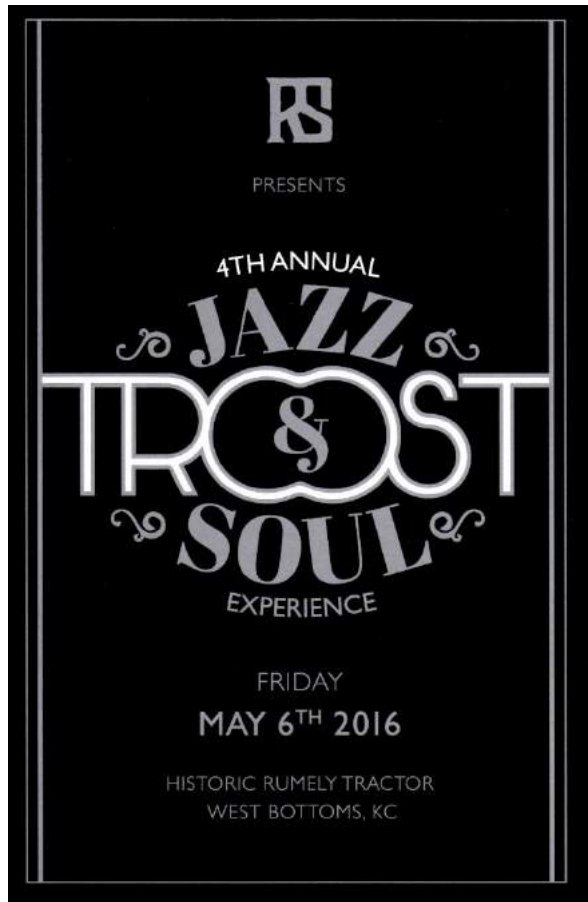
Applicants must bring a positive, professional attitude and a passion for creating products with detail and care and communicating this passion to our customers.

Retail or baking experience is preferred and applicants must be willing to work flexible hours including weekends.

To apply, please go to dolcebakes.com/joinourteam/ and submit the application form.

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Reconciliation Services Dinner / Fundraiser – see Cliff O’Bryan.....



SAVE THE DATE!

for our 4th Annual Troost Jazz & Soul Experience, Friday May 6, 2016 at the historic Rumley Tractor in the West Bottoms, Kansas City.

Get dolled up and don your dapper duds for our extravagant jazz gala, enjoy a silent auction, cocktails, a three course dinner, and live entertainment!

Please join us for an exciting evening celebrating the strength and beauty of the people we serve.

Space is limited. For more information on sponsor packages and to pre-order your tickets visit:

www.RS3101.org/TroostJazzandSoul



This charity gala benefits Reconciliation Services at 31st and Troost: We build community by revealing the strength of those we serve, providing emergency services and promoting self-sufficiency.

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

LOCATION:

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



Heading to Royals Stadium for Opening Day April 3rd?

If you are and want to enjoy a GREAT Tailgate, check with Brownie Simpson of Kansas City Catering. He plans on being there, and for just \$25 you can get quenched and fed before the first home win of the season. Just let him know asap!

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:-

MARCH 17, 2016

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

Adams, Linda

Airey, Douglas

Ashurst, Chase & Amy *Chris P, Jew, Keith S, Alan H, Kevin V, Erin B, Anna W, Stephanie C, Sam F,*

Beckner, Pat

Bell, Jim

Belzer, Dan *Alan Goodhart, Rick Wolverton, Phil Giordano, Janet Stowe, Mike Darby*

Boehringer, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin *Keith, Sherr, Das, Mike Darby, Matt Phay, Chris Pickering, Ann Wilkinson, Bryan Kapp, Alan Heriford, Cliff, Jeff Morgan, Janine J*

Cocherl, Stephanie *Janine, Rod foster x3, Matt Phay, Ann wilkinson,*

Cunningham, Rick *Alan Heriford x3, Phil G, Kathleen Cussen, Mike Darby, Dave Flesher*

Cussen, Kathleen *E. Brown, P. O'Brien, Se Felton, N. Spence*

Cussen, Kathleen

Darby, Mike

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken *Alan Goodhart, Das Heriford*

Emerson, Bill

Felton, Dr. Sean *Leigh Wagner, Ashursts, Linda Adams, ~~Stephanie C~~*

Foster, Rod *Alan Heriford, Rick Cunningham*

Foster, Rod *Stephanie Cocherl (x3), Alan Heriford, Mike Darby, Keith Steiniger, Jen Shelton*

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

Flessner, Dave Stephanie Cochran, Linda Adams, Alan G
Browne Simpson, Cliff, Vivick

Giordano, Phil Ed Hallen, Alan H. Keith S, Rick W, Mike M.
Chase A, Zack B

Goodheart, Alan MELLOTT, ETDSON, FLESSNER, MORTKO,
SIRNA, O'BRYAN, STONE

Goodheart, Bruce _____

Hardin, Das Mike M, Mike D, Chris P, Jennifer S, Alan H, Erin B, Ty BW (Bert)

Hawkins, Darryl NEIL S, PATR, JEFF M, KEVIN S, KYLED, MIKE B.

Heriford, Alan Matt P, Rick W, Steph C, Chase A, Das H, Erin B, Rod F, Keith S, Kevin Y,
Leigh W, Linda A, Mike B, JFK, Phil G, Rick S, Sheri M, Sean Felton, Darryl H,

Hobbs, Derek Janine T, Rick, Jennifer X 10

Holk, Dan _____

Holland, Ed _____

Hutchison, Ed Kevin, Mike, Phil, Rick

Kennedy, John F. Keith S, Linda Adams, Mike Broseghini,
Alan Heriford, Zach Polard

Kopplin, Mike Cathy Snow, Browne, Mike Davis,

Mellott, Mike Sirna Bros, Giordano, Douglas, York, Striniger, Darryl, Hardin, Stan

Morgan, Jeff _____

Mortko, Sheri Rick W, Keith S, Erin, Janine, Alan H, Alan G, Phil,
Rick S,

O'Bryan, Cliff Vivick, Chris, Alan Goodheart, Linda Adams

Oettmeier, Dr. Bert _____

Phar, Matt _____

Pickering, Chris HARMA; BELL; PIGARE; DAEDY; SIBELTON; DOUGLAS; FLESSNER
BACILNER; O'BRYAN; SPENSER; COCHRAN

Rapp, Bryan Keith, Sean, Janet, Chris, Matt, Rick W, Chad,
Zack, Das

Runyan, Joe _____

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

___ Ryan, Pat _____

X Shelton, Jennifer Hobbs, Janine, Dady, Sirna, Wilkinson, Wagner,
Kopplin, Steiniger, Pickering
___ Simpson, Brownie _____

X Sirna, Richard Hauptman, Steven, Cass, Holsinger, York, Stone, Pinner,
Malott, William, Peter, Brown, Mangel, Foster, Goodhart
X Spencer, Neil RICK C, Darryl H, Derek H, Chris P, Kevin Y.

X Steiniger, Keith RICK, Dady, Sirna, Cussen, Kyle, Erin, Matt, Phil, Cash, Dan,
Jim Bell, Vivek, Kevin, Mike M, Dan Holik, Zach, Howard, Dave Fleissner

X Stone, Janet Janine, Sherin, Alan, Rick S.

X Terstriep, Janine Stephanie, Ann, Jennifer, Sean, Rick, Sheri,
Erin, Kevin, Derek, Janet
___ Trondson, Chad _____

___ Twigg, Brad _____

___ Wagner, Leigh _____

X Webb, Tyler Sean Felton, Janet Stone

X Wilkinson, Ann Phil Gwada, Kathleen Cusser, Stephen Colant, Jane Shelton,
Chase Ashurst, Janice Terstriep, Erin Brown
___ Williamson, Beverly _____

X Wolverton, Rick RICK S, KEITH S, DAVE F, RICK C, SEAN F, DON BAZZLE,
ALAN H, DARYL H, PHIL, JANINE T

X York, Kevin NEIL S, MATIP, DARRYL, CHAS, KEITH S, ALAN H, MIKE M,
ED H,

GUESTS

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