



## Cooking is Love Made Visible.

Have you ever decided to have a dinner party at your home and invite 25 of your friends and business associates? Does it matter if it is a formal sit-down dinner or a buffet where everyone ends up around the island in the kitchen?

Can you imagine the thought process of all the things that you need to have and trying to figure how much food to cook? Can you make some ahead, and who will be cooking it 2 hours before the guests arrive?

Now – think about doing that same thing for say 3500 people. Could you even fathom it? For all intents and purposes, it must be mind-blowing !! But that is what **Brownie Simpson of Kansas City Catering** does on a daily basis. Would you spend a day in his shoes? Not likely.



So how does one get into the catering business? It has to begin by learning at a very early age that taking care of your

customers is key to success. Brownie began as many have running several newspaper routes. Always a true test of patience and understanding to make sure your customers get their paper, and you get paid when you need to. Just basics but they are so important to learn correctly.

In college, Brownie was able to earn enough to enjoy the “good life” by joining with his college buddies and selling halves of hogs to have some spare cash on hand. And they were good at it too. He also worked in retail for the famous store Neiman-Marcus based in Texas, and again was honing his customer relations skills but didn't realize it until later on.

Upon graduation from TCU, he worked for a division of Pepperidge Farm products that eventually led him to oversee 14 distributors. I guess you could gather that this was the continuation of his introduction to the food industry. This allowed him to find out of an

opportunity managing popular steak houses of the time named Sirloin Stockade. He was very comfortable running these, and showed his superiors nothing but great increases in revenue in just 4 years with them.



Sirloin Stockades were bought out by Golden Corral and with Brownie moving to Kansas City, he wanted to take on a true challenge so he

purchased 6 restaurants here. This was at the same time that interest rates were at 16% to 18%, and the challenges were more than he could handle at the time, even with the skill set and expertise he had acquired over his early years. Eventually he fell into bankruptcy.

But Brownie was never one for sitting on his butt and sulking. He was talking to friends, inquiring about other opportunities and events that were happening in KC, when he heard that someone was looking to do a small event for about 100 people.

He knew resources he could partner with, and had a place to use, so he followed up and did the catering event. Again that light bulb moment. Thinking that this may be an avenue to pursue, off he went doing his research and eventually finding a place to base out of.

Continued on Page 4.....



## Weekly Newsletter

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

[www.prospectorsclub.com](http://www.prospectorsclub.com)

April 21, 2016



**WE ARE AT DEER CREEK CC -  
7300 W. 133<sup>RD</sup> 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](mailto:ksteiniger@idologymg.com) before you visit our group so we can make sure there are no category conflicts with our current members.

**Apr. 21 – Zach Bovard of Tight Solutions at Deer Creek CC.**

**Apr. 28 – Leigh Wagner of KU Integrative Medicine at Deer Creek CC.**

**May 5 – John Kennedy of Economy Auto Salvage  
AT HIS LOCATION.**

**May 12 – Ed the Bug Guy of Frechin Pest Control**



## **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!!*

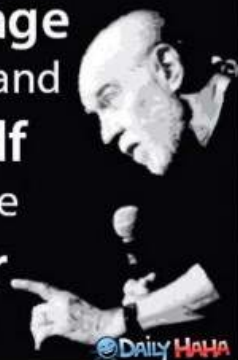
### **Trivia Question:-**

**What two countries do Tyroleans come from ?**



### **QUOTE OF THE WEEK**

Think of how **stupid** the **average** person is, and realize **half** of them are **stupider** than that.



The soda fountain that Archie and his friends hang out at was called Pop's Choklit Shoppe.

# ***Cooking is Love Made Visible.***

From that very soul searching moment in his career, he has created an enterprise that rivals the best in the city. His busiest times lie ahead from May til October. KC Catering does picnics, weddings, receptions, county fairs, and festivals. You can plan a party at your home, at an event venue, or if you have a business or are major convention planner, and need to feed the masses, he can accommodate you with ease.

He has built a great relationship with the Bartle Hall convention center downtown, and has consistently won bids for say 5600 people eating 3 meals a day in 4 days, his biggest contract was for a total of 107,000 meals. And his closest competitor had the other 107,000 meals. It was that massive!

On his busiest day, he had 19 jobs scheduled and had to hire nearly 50 extras plus his staff in order to cover them all. Today he says that the size of his contracts outweigh the numbers because he has proven he can successfully put a great product on the table – hot gourmet food with exceptional service to back it up. He is constantly talking to find out what companies are coming to Kansas City to hold a convention, and he is scheduled out nearly 2 years, as soon as he knows, he is

calling and making plans for their visit. And if he has had a company here before, he works hard to get them to come back again.

It does not matter how much equipment and trucks he owns, how many glasses and plates he has. His people are his most valuable asset. Without them, he is nothing. And listening to him talk, he holds a stern hand to those he hires, but gets the best out of each and every employee.

Even with all the details he has to deal with, he truly can take one step back, look at the “big picture” and make whatever decisions have to be made to make an event a success.

So who do you know? A CEO / President of a company? Hospital Administrator? A church? Or how about your PTA or Boy Scouts group? They all eat! Every one of them are a possible piece of business for Brownie.

We are so thankful we had a chance to see not only where he does his best work, but to taste a sample of what he can do, and understand the complexity of his daily regimen. For that, we are all so grateful. Thanks Brownie for making us proud to have you as a part of our group.

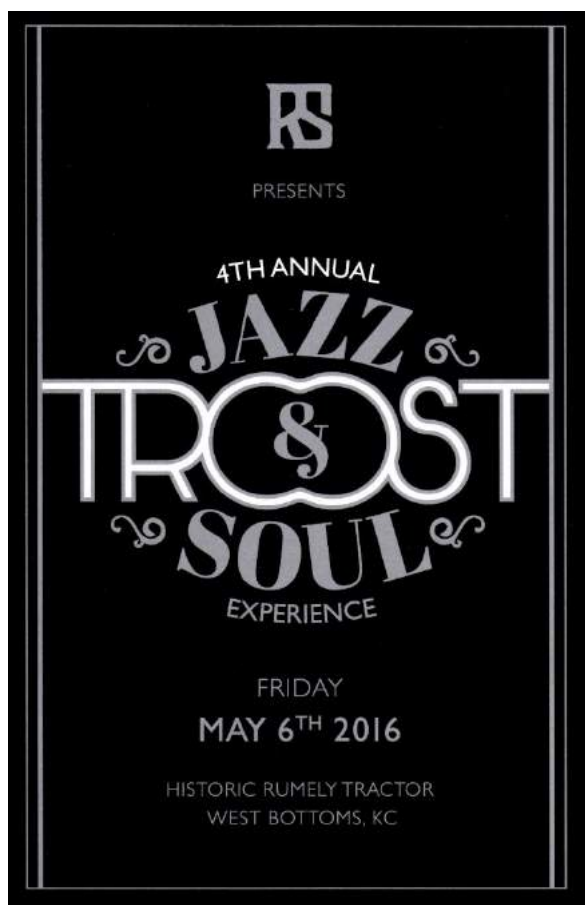
***BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY***

---

***Jennifer Shelton of Jennifer Shelton Balance is needing some volunteers to help her with ongoing classes and training this summer. If you know someone that is motivated, people friendly, and available have them call Jen at 913-927-1113.***

## 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](http://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
- 
-



**WHO :** YOU AND YOUR FRIENDS

**WHAT :** STRAWBERRY HILL MUSEUM 5K WALK/RUN

**WHEN :** SATURDAY APRIL 23, 2016 REGISTRATION 7 AM

**WHERE :** STRAWBERRY HILL MUSEUM COURTYARD

**WHY :** TO BENEFIT RENOVATIONS FOR THE MUSEUM

**EACH ENTRY FEE IS \$35.00 AND ALSO GETS YOU A FREE T-SHIRT**

**REGISTRATION CAN BE FOUND ON OUR WEBSITE AT**

**[WWW.STRAWBERRYHILLMUSEUM.ORG](http://WWW.STRAWBERRYHILLMUSEUM.ORG)**

**OR CALL THE MUSEUM AT 913.371.3264**

**The First Annual Strawberry Hill 5K Run/Walk promises to be a fun filled experience, April 23, 2016. Runners/Walkers come from all nationalities and from all different ages, shapes, sizes and speeds. Whether you are a weekend run warrior or a stroller around the park walker, this 5K will take you from Strawberry Hill Museum, through the historical neighborhood. Experience the past as you wind your way through this unique neighborhood and see the charm and quaintness that the ethnic immigrants created when they settled on the hill.**



## Ladies & Gentlemen: Step Right Up!

Prepare to be amazed at Phoenix Family's UnGala on Friday, May 13th!

### AMAZING PERFORMANCES:

You will marvel at the performances, including aerial silks, fire performers, contortionists, jugglers & other amazing circus acts.

### FINE DINING:

Start the evening with complimentary cocktails and stay to enjoy a gourmet dinner & dessert.

### GREAT CAUSE:

Proceeds from the UnGala benefit Phoenix Family, providing assistance, education, transportation and job readiness skills for low-income families, children, seniors and people with disabilities in our community.

[Learn more about the night](#)

### TICKETS:

Tickets are on [sale](#) now! \$175 per person or \$1,750 for a Table of 10

[Purchase your tickets by May 7 to reserve your seat.](#)

**FOR MORE INFORMATION – CONTACT KEN EIDSON AT 913-451-3543**



## Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

April 14, 2016

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

☐ Adams, Linda  
☒ Airey, Douglas Zach, Anne, Rick Winkler, Ann Winkler, Ken Winkler, Suzan Brothers  
☐ Ashurst, Chase & Amy  
☒ Beckner, Pat Mike Mellett  
☒ Bell, Jim Alan H, Chris P, Ten S, Keith S, Rod F  
☐ Belzer, Dan  
☐ Boehringer, Kevin  
☒ Bovard, Zach Phar, Airey, Steiniger, York, Gordon, Hutchinson  
☐ Brosseit, Mike  
☐ Brown, Erin  
☐ Cochert, Stephanie  
☒ Cunningham, Rick Phil G., Daryl H.  
☐ Cussen, Kathleen  
☒ Darby, Mike Linda Adams, Erin Brown, Stephanie C, Kyle D, Ken E, Rod Foster, Dave F, Dan H, Ed H, Cochert Jan, Rick S, Ann W, Rick W, Kevin S,  
☒ Dayal, Vivek Rich S, Keith S, Cliff O B, Neil S, Dave F.  
☒ Douglas, Kyle Chris P, Mike D, Keith S, Anne W, Alan H  
☐ Eckinger, Bill  
☐ Eidson, Ken  
☐ Emerson, Bill  
☒ Felton, Dr. Sean KEVIN BOEHRINGER, ROD FOSTER, LINDA ADAMS, ALAN HERIFORD, BRYAN RAPP, MIKE BROSEIT, JOHN KENNEDY, MIKE MELLETT, KEITH STEINIGER  
☐ Foster, Rod

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

☒ Flessner, Dave Rick Wolverton, Alus Goodheart, Browne, V. Vek, Stephanie

☒ Giordano, Phil coordinator, Derek Hobbs, Rick C, Alan W, Rich S, Alan H, Keith S, Mike M,

☒ Goodheart, Alan FLESSNER

☐ Goodheart, Bruce

☐ Hardin, Das

☒ Hawkins, Darryl CHRISTOPHER P. KENNEDY, RICK C. RICK W.

☒ Heriford, Alan Breckin Duffass, Jim Bell, Lech Wagner, Phil Giordano, Scott Das Hardin, Ed, Erin Brown, Keith S, Kevin York, Kyle Duffass, Matt Pham, Sheri

☒ Hobbs, Derek Jennifer, Janine, Rich, JFK, Dave

☐ Holk, Dan

☐ Holland, Ed

☒ Hutchison, Ed KEVIN & etc

☒ Kennedy, John F. Keith, ALAN, OR Sean

☒ Kopplin, Mike SEAN, BROWNE SIMPSON,

☒ Mellott, Mike Doug

☐ Mortko, Sheri

☒ O'Bryan, Cliff YORK, Doug, Chaz P. Kennedy

☐ Oettmeier, Dr. Bert

☐ Phar, Matt

☒ Pickering, Chris BILL, O'BRYAN, KAREIDA, STEVEN, DOUGLAS, SHELTON, BROWN, TRIGG

☒ Rapp, Bryan Mike D, Kevin, Sean, Mark, Rick W, Chad, Brown, Neil, Aling &

☐ Runyan, Joe

Rick S  
R. C. S  
JFK

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

\_\_\_\_ Ryan, Pat \_\_\_\_\_

X Shelton, Jennifer Mortko, Belle, Hobbs, Terstrip, Darby, Sirna, Foster, Herford  
Wilkinson, Wagner, Kopplin, Steiniger, Pickering, Balzer, Twigg, Phil G  
 \_\_\_\_\_ Simpson, Brownie \_\_\_\_\_

X Sirna, Richard Airey, Wolverson, Steve, Vancle, Herford, Elsen, Brinson, Cassin  
Truster, Brunsen, Gorchut, Duple

X Spencer, Neil Doug Airey, Viver, Dayal, Das, Hardin, Ed, Hutchinson, Matt, Phan,  
Chris, Pickering, Brian, Rapp, Rich, Sirna, Kevin, York

X Steiniger, Keith Wolverton, Sirna, Phan, Giordano, Vivaldi, Zach, Terstrip, Bell, Hall  
Herford, Pickering, Kopplin, Felton, JFK, Darby, Jerry-Shelton, Ed, Bus, Guy, Kyle, Douglas  
 \_\_\_\_\_ Stone, Janet \_\_\_\_\_

X Terstrip, Janine Neck, Green, Linda, Kevin, Bond, Rice, S  
JFK  
 \_\_\_\_\_ Trondson, Chad \_\_\_\_\_

X Twigg, Brad Stephanie G., Chris P.

X Wagner, Leigh Ann, Wilkinson, Conch, Jan, Alan, Herford

\_\_\_\_ Webb, Tyler \_\_\_\_\_

X Wilkinson, Ann Janet, Shelton, Belle, Wolverson, Phil, Brinson, Janet, Stone, Lory, Bign  
Chase, Johnson, Doug, McKay, Chris, Kedar, Keith, Sperry, Stephen, Loeber, C  
 \_\_\_\_\_ Williamson, Beverly \_\_\_\_\_

X Wolverton, Rick KEITH, SIRNA, ALAN, OWROY, PHIL

X York, Kevin NEILS, MATT P, MIKE D, DARRYL, ZACH, JIMB, ALAN H  
MIKE B, SANINE

**GUESTS**

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

|  |  |  |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |