



"I'm Going to Start Cleaning My Carpet, and By Cleaning, I Mean Having a Glass of Wine and Start Spraying It with Febreze....."

You know when you hear a business is in its second or third generation, it has some skin behind it. Success has bred more success. So it is with an industry that has many competitors, but few that stand alone when it comes to knowledge and expertise, that know the details inside and out. We speak of what you walk on every day - not your feet, but your FLOORS!

Our ancestors lived with dirt floors - easy to keep clean. Then there was wood, linoleum, even tile. But when you hop out of bed, and your feet hit a cold floor, boy, you wished you had something to ease the shock. And rugs just aren't enough. You NEED CARPET!!



And who better to make sure that you properly

maintain that wonderful luxurious floor covering than our own **Dan Belzer of Belzer Carpet Cleaning Services**. You see, Dan is following a heritage he grew up in by watching his father, and how he raised his family. His Dad worked his butt off to make sure that his family was

provided for. And despite what most would consider huge adversity, his father provided the example that Dan follows today.

Even though his father had an established business, Dan decided to venture into the real estate mortgage arena for nearly 13 years. But in 2000, he asked his Dad if he could come back and join him in the carpet cleaning biz. Dad said sure, but there was one hitch - he had to buy his own truck and also go out and prospect his own customers. He had to build a business from the ground up - that was the hard part.

He always knew how important that networking was to succeeding in your business. But it wasn't until he joined the Prospectors club and really talked in depth with Phil Giordano and Alan Heriford that his business life changed!

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Weekly Newsletter

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

www.prospectorsclub.com

June 23, 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

THANK YOU'S
See Pages 7-9



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.

**June 23 – Amber Sewell
of Lutz Plumbing at Deer
Creek CC.**

**June 30 – To Be
Announced**

**July 7 – Kevin Boehringer
of BSE Structural
Engineers at Deer Creek
CC.**

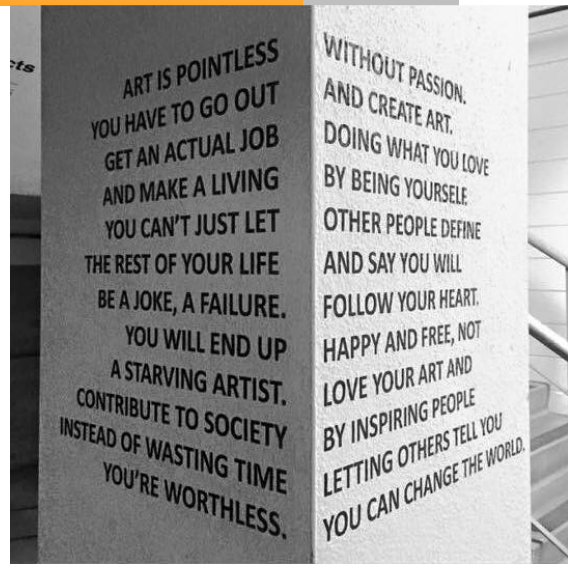
**July 14 – Brad Twigg of
Grandview Animal
Hospital at Deer Creek
CC.**

Trivia Question:-

Who scored 100 points in a basketball game on March 2, 1962? Hint – KU Alum



QUOTE OF THE WEEK



(Examine this closely)

The building that stands on the site of New York's old Waldorf-Astoria Hotel is the Empire State Building.

Con't. From Page 1.....

"I'm Going to Start Cleaning My Carpet, and By Cleaning, I Mean Having a Glass of Wine and Start Spraying It with Febreze....."

He was being told that he needed to get off the truck and hire contract workers to do the jobs.

But that is what he TRULY LOVES to do. That's what makes him happy. This is what Alan and Phil took him aside and told him - as long as you know what you love to do, stick with it. Continue to grow your business, and at some point

in the future, maybe expansion will make sense, but you don't need to force it now.

Dan told us that the carpet cleaning industry is changing - there are more loose area rugs out there that give people options to change their flooring looks. A huge current trend. This has led to the cleaning of these loose rugs, so why not go where the business is. He prefers to clean the rugs on-site, but he can take and clean them off-site, but this is of course a bit more expensive.

The biggest change he has seen is the use of detergentless cleaners. Those carpet cleaners that use detergent in their

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formula must be extracted out correctly, or it continues to clean as it dries, so if you walk across it with your dirty shoes, it actually makes the carpets dirtier. These newer cleaners are mixed with water - there is no pretreating and it does not have to be rinsed out. There is even a 3-4% savings in chemical costs.

The question was asked how often do you clean your carpets? Well it depends - if you are old farts, maybe only every 3-5 years is fine. But if you are young and have an active family of 4 or more in one home, with kids, dogs, and lots of activity, then maybe every 3-6 months is best.

And you no longer have to clear out the furniture. Most carpet under a china cabinet that has been there for 25 years may need vacuuming, but certainly not cleaning. A room that is not a high traffic room is a good example of cleaning just the trafficked areas. And when you finally do

clean them, you only want the carpet wet for a very short time, and certainly not the pad or carpet backing. Do it with a quick in, quick out method.

Dan also does furniture and upholstery cleaning, like sofas, loveseats, chairs, etc. He even can do the inside of an automobile if it's that dirty!

So take a minute, get down on your hands and knees, and take a deep breath. If you smell the dog, or a dingy musty odor, it's time to call Dan! Take it from those that have used him already - take the time to tell Dan what needs cleaning, and he will be brutally honest, but he will do a great job at reasonable prices. Trust your floors to the man who knows his stuff. Give Dan a call today.

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



We are sure that Kyle and Lexie are so happy to have Karson home and trying to get back to a normal daily routine. He has recovery time ahead, but his spirit is so strong. You can stay in touch with them ***Inside PBC*** or via email or phone.

Please keep them in your thoughts and prayers still.

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

PROGRESSIVE dinner

THIS COMING SATURDAY !!!

Our **Annual Progressive Dinner is scheduled for Saturday, June 25th**. Sign-up is closed – invitations and directions are coming out soon!

We will be visiting the homes of Doug Airey & Annabeth Surbaugh for appetizers, Janine Terstriep for dinner and sides, and Kevin & Patti York for desserts.

Watch for more details as they come available, and please try not to miss our biggest event of the summer!

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- June 16, 2016

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

Adams, Linda

Airey, Douglas Allen Gaultney, June Trustad, Keith York, Ann W. Kinson

Ashurst, Chase & Amy Jen S. Sean F.

Beckner, Pat

Bell, Jim Chase P, Matt P, Rod F, Tyb W, Zach B, Rick W
DASH.

Belzer, Dan

Boehringer, Kevin

Bovard, Zach Phu, Teorstop, Yorks

Brosseit, Mike

Brown, Erin Dave Flessner, Leigh, Alan G, Rick, Alan H., Cliff, Amyr Chase,
Julene, Shari, Das, Mike Dalby, Matt Alan, Alan

Cocherl, Stephanie

Cunningham, Rick

Cussen, Kathleen Alan G, Stephanie C, Sean F

Darby, Mike

Dayal, Vivek Cliff OB, Rick S, Dave F

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean KEITH SPENIGER, MIKE DARBY, CHASE & AMY ASHURST, DAVE FLESSNER,
LINDA ADAMS, JFK, KATHLEEN CUSSEN, LEIGH WAGNER, ALAN HARTFORD

Foster, Rod Jim Bell, Amber Sewell, Stephanie Cocherl
Chase Ashurst

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

Flessner, Dave _____

Giordano, Phil Mike M, Alan H, Danny B, David H,
Rick W, Sherri M, Kathleen C, Janet S, Sean F.

Goodheart, Alan _____

Goodheart, Bruce _____

Hardin, Das Alan G, Chris P, Alan H, Mike D, Tom S,

Hawkins, Darryl KEVIN Y CHRISTOPHER P + EVERYONE THAT WORKS ON HOUSE

Heriford, Alan Rich Simon, Kyle Dargatzis, Des H, Eric B, JFK, Kathleen C, Keith S, Mike P, Peter
PLI G, Rick W, Rod F, Sean F, Sherri M

Hobbs, Derek Jennifer Shelton

Holk, Dan DARBY STEINIGER

Holland, Ed _____

Hutchison, Ed Tavet, Rich, Alan G, Amber

Kennedy, John F. Lind Adams, Keith S, DR Sean, ALAN HERIFORD

Kopplin, Mike Darby, Leigh Wagner, Chase,
Keith STEINIGER,

Mellott, Mike Giordano Stone

Mortko, Sheri Erin, Jen, Rick, Keith, Rich, Janine, Kathleen, Bryan,
Alan H, Leigh, Alan G, Amber

O'Bryan, Cliff Vicki C, CHRIS

Oettmeier, Dr. Bert _____

Phar, Matt _____

Pickering, Chris _____

Rapp, Bryan Mike B, Danny B, Kathleen C, Chad T

Runyan, Joe _____

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

Ryan, Pat _____

Sewell, Amber Mike D., Mike B., Rick W., Keith, Ed, Leigh Wagner, Rod Foster

Shelton, Jennifer Mortko, Hobbs, Darby, Sirna, Wilkinson, Ashurst

Simpson, Brownie _____

Sirna, Richard Hank, Steiger, Cora, Jay, Royal, Tucco, Holston, Peltz, Brogall, Winters, Stone, Kennedy, Eric, Jack, Brown

Spencer, Neil AIREY, HAWKINS, Sirna, Wolverton

Steiniger, Keith _____

Stone, Janet Ed, DANNY Belzee

Terstriep, Janine Rick W, Zack B, Ed, Sheri, Jay, Chase, Lisa, Sean, Leigh, Chris P.

Trondson, Chad _____

Twigg, Brad _____

Wagner, Leigh Sean Felton, Mike Koplin, Alan Henford, Amber Sewell

Webb, Tyler _____

Wilkinson, Ann Kyle Pugh, Paug, Jay, Gary, John, Keith, Steing, Chase, Robert, Pat, Brian, Chris, P. Long

Wolverton, Rick SHERI ALAN KEITH AMBER KATHLEEN JANINE

York, Kevin _____

GUESTS

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