



3 Laws of Plumbing – 1) - Water Runs Downhill; 2) - Payday is Friday; and 3) - Don't Eat with Your Fingers.

About 50% of the time, the topic of “plumbing” involves a basic fact of life that most of us get a bit squeamish when we talk about it, or it elicits a gag reflex if discussed over lunch or dinner.

But it is what it is. Modern plumbing as we know it is a relatively new. The Romans and Greeks were amazing engineers in the thinking and design of what we call today our modern sewer systems. But oh..... There’s so much more to plumbing than just the crappy parts.

Even better is if you had a family tradition that went back 4 generations. That is what you have with the owners at Lutz Plumbing – Amber Sewell and her father Jim.

It hails way back to Amber’s great-grandfather in the early 1900’s. It was he and his brothers that started the business then, and today it is still family owned. Jim’s father had two brothers, two who became owners when GG passed on and left it to them. Amber’s dad, Jim, worked in the business after heading to college. He pursued his true love – golf – and was very good at it. Amber many times would follow her Dad around the course, and ended up becoming

one of the Kansas State High School Golf Champions!! Whoo-Hoo!

Jim told us that when he became part owners, there was not enough business to add extra staff. Back then plumbing companies were run by plumbers, not the way to grow a business.

That all changed when, in 2006, after college and working in the marketing and customer service arenas, Amber emailed her Dad asking to get back into the business, knowing that the company was struggling and needed a fresh set of eyes and a new direction. Jim had not time to grow the business, but Amber was pumped and ready for the challenge.

They have now hired their third fulltime plumber, and business is good!

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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 30, 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 5-7



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.

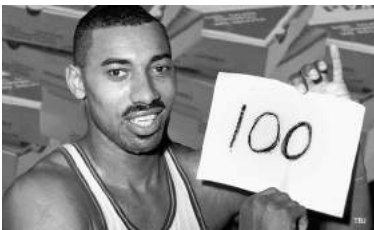
June 30 – Ken Eidson of RBC Capital at Deer Creek

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:-

What are the clay targets in trap / skeet shooting called?



QUOTE OF THE WEEK



The player who scored 100 points in a basketball game on March 2, 1962 was Wilt Chamberlain.

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

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Amber has become more active in networking and social media, giving them an edge over other plumbing companies. And they get nice referrals from Mike Brosseit of Top Notch for things they can work together on.

Her Dad has now posted a goal to be retired by the time 2020 rolls around. They all learned to conduct business with honesty, quality service and good reliable products (learned from great grandfather).

Amber said that if you know of someone that is looking for independence and a great work environment, and are trainable, they would be a great fit.

Jim and Amber both made up a long list of what people have come to expect plumbers to do: - structural plumbing and planning, doing plumbing for clients, remodels, new water heaters, drain cleaning, drain repair or replacement, installing gas lines and water lines, inspections that includes using a tool with a camera located on it to examine both drains and sewer pipes, fixture installations as well as faucets and toilets.

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They currently have 2 master plumbers and several service techs, all with 5+ years' experience. They are also on Angie's List, very prestigious for the industry.

They are ready to service anyone with any plumbing needs, and they are on call 24/7. They try for same day service unless it is something unusual. Besides the goal of a new website, they want to add a few more trucks to

their fleet, get a dispatcher, add a tech helper to every truck, and try for same day service.

Thanks Amber and Jim for sharing your family's history and your unique story of success in your industry. Glad to have you as a part of Prospectors.

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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

PROGRESSIVE dinner

It was a great success – lots of great food, fun, laughs, and memories.

Here is a video we posted on Facebook in "Inside PBC".

If you are not on Facebook, please enjoy.....



Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- JUNE 23, 2016

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

- Adams, Linda _____
- Airey, Douglas Alan HENIFORD, RICK WOLVERTON, AMBER, KEVIN Y., JANE TROTT, LINDA ADAMS
- Ashurst, Chase & Amy Chris Pat Margaret T.
- Beckner, Pat _____
- Bell, Jim A Sewell, T Webb, Ma Phoe
- Belzer, Dan _____
- Boehringer, Kevin _____
- Bovard, Zach _____
- Brosseit, Mike Darby, Heniford, Rapp, Wilkins, Boehringer, Holtz, Belzer, Cussen, Janet Stone
- Brown, Erin _____
- Cocherl, Stephanie Rod Foster, Mike Darby, Kathleen Cussen, Alan Heniford, Janet Stone, Janine T.
- Cunningham, Rick _____
- Cussen, Kathleen Leigh W. Slap, M. Janine, Kenim, Patty, Doree Ann, Beth, Alan G. Dewe, T. Phil G. Richards, Rick W., Phil G. Dr. Sean
- Darby, Mike Mike Brosseit, Erin Brown, Stephanie, Sean, Rod, Das, Dan H, Chris P., Amber, Keim, Kevin Y.
- Dayal, Vivek _____
- Douglas, Kyle _____
- Eckinger, Bill _____
- Eidson, Ken _____
- Emerson, Bill _____
- Felton, Dr. Sean COACH JEN, SHORI MORIKO, SFR, PHIL G, KATHLEEN CUSSEN, MIKE & DARBY, LINDA ADAMS, ALAN HENIFORD, LETITIA WOLVERTON, DAN FLESSNER
- Foster, Rod Stephanie Cocherl, Alan Heniford, Rick Wolverton, Mike Darby

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

- Flessner, Dave Lugh Wagner, Sean Felton, Kathleen, Alan G
- Keith Stewiger
- Giordano, Phil Tyler W, Rick W, Mike M, Keith S, Alan H, Danny B
- Kevin V, Sean F, Derrick J, Sheri M
- Goodheart, Alan Bell, Belzer, Bovard, CUSSEN, Hardin, Mortko,
- Shelton, Terstiep, York
- Goodheart, Bruce _____
- Hardin, Das _____
- Hawkins, Darryl _____
- Heriford, Alan Amber S, Mike G, Phil G, Rich S, Mike M, Das H, Erin B, JFK, Keith S
- Matt P, Rick W, Sean F, Sheri M
- Hobbs, Derek Jennifer Shelton, Rich Wolverton,
- Holk, Dan MIKE DARBY, MIKE BRUSSEIT
- Holland, Ed _____
- Hutchison, Ed TARAT, Alan, Mike Ken, Kevin
- Kennedy, John F. Alan Heriford, Keith S, Sean Felton, Neil Spencer
- Kopplin, Mike Lugh Wagner
- Mellott, Mike Giordano, Heriford, Wolverton
- Mortko, Sheri Erin, Jen, Rick, Felici, Keith, Rich, Janine, Kathleen,
- Alan H, Alan G, Das, Leigh, Amber
- O'Bryan, Cliff _____
- Oettmeier, Dr. Bert _____
- Phar, Matt _____
- Pickering, Chris HARDIN, BELL, WOLVERTON, SHELTON, DOUGLAS, BROWN,
- DAYAL, STEINIGER, ASHLETT, DARBY, DARR, TERSTIEP, MORTKO, HOBBS
- Rapp, Bryan _____
- Runyan, Joe _____

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

Ryan, Pat _____

Sewell, Amber _____

Shelton, Jennifer Felton, Morko, Hobbs, Sirna, Wilkinson, Wagner
Pickering

Simpson, Brownie Mike Darby, Mike Kopplin,

Sirna, Richard Herb, Carol, Felton, Goodheart, Wagner, York, Steyer
Spencer, Brownie, Winkler, Fleckstein, Foster, Phil G, Morko, Lussen

Spencer, Neil AIREY, BELZER, CUSSEN, FELTON, GIORDANO, GOODHEART,
HERFORD, KENNEDY, PHAR, SIRNA, WOLVERTON

Steiniger, Keith Sirna, Giordano, Morko, Herford, Darby, Wolvaton, JFK, Heik,
Belzer, Lussen, Ashurst, Sewell, Flessner,

Stone, Janet Danny, Pat Ryan, Phil G.

Terstriep, Janine Pickering, Sheri, Kevin Y, Kathleen, Alan G
Erin B, Stephonne, Lezi, Doug A, Mike D

Trondson, Chad _____

Twigg, Brad _____

Wagner, Leigh Jen, Mike K, Dave Flesher, Sheri, Kathleen

Webb, Tyler Jim Bell, Erin Bown, Doug Airey, Phil Giordano

Wilkinson, Ann Lezi, Wagner, Jen, Mike K, Stephonne, Kathleen, Cussen
Lyle, Douglas

Wolverton, Rick ALAN, KEITH, SHARI, AMBER, MIKE M, NEILS,
JENN, CHRIS P, KATHLEEN

York, Kevin Kathleen, Zach, Neils, Doug A, Matt P, Keith S, Janine, Mike B
Ken Sidson, Phil G, Alan G, Matt P, Dan S, Mike D

GUESTS

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