



What Did You Experience in Your Younger Days that Influenced Your Career in Life?

Think back to your childhood during the summer just like we are in now. After helping with your chores in the morning, you got to play after lunch with your Lincoln Logs or your Erector Set or Tinker Toys. All were the precursor for some of us to becoming home builders, remodelers, designers or architects. You never thought that playing with such simple toys could have that kind of influence. But it can! Some of us as youngsters watched airplanes take off and land. It may have even sparked us wanting to become an aeronautics engineer.

So fast forward 30 plus years, and you find grown adults still playing, it's just the size of their toys have changed. Maybe the biggest kid in Prospectors to date is **Kevin Boehringer of BSE Structural Engineering**. Kevin has always been good at math and had an eye for how things worked together. But it takes a person with real vision to be able to create something from nothing. To build a building to have all the amenities your client wishes for, and to do it within the budget they lay in front of you. A special skill indeed.

Kevin was that person fascinated with planes. He had aspirations to become an aeronautics engineer. And Kansas State University is where it was to happen. But about midway through his schooling, he had that "special" teacher who changed his life – himself a professor in architectural engineering. So Kevin ventured into his class not knowing what to expect, and found a field that he truly loved. He couldn't wait to accept his next project. He found his calling!

BSE Structural Engineering is a dynamic firm having six people in management, 7 technicians in various stages in the company ladder, and 5 summer interns there to get a taste of what work life is all about. Quite a busy place!

BSE started in 1998 doing all commercial buildings, no residential, and has grown to become the region's full service structural engineering consulting firm. First and

foremost is BSE's capabilities in installing foundations, different types of concrete structures, doing structural steel to create the framework as well as timber and aluminum.

For larger structures, there are even tilt-up concrete panels that are built to fit together and result in a huge warehouse or office building that demands stability, and ease of construction. Their building projects have included mostly commercial ones, but they have built educational facilities, healthcare, mixed use, nursing homes, hotels and motels, parking facilities, recreation, and religious like churches or synagogues.

Besides buildings, the firm has ventured into other arenas when clients called – including aquatic projects like water parks, water slides.

Their client base is just as varied – they of course have other architects that hire them, along with contractors, building owners, and developers. Other clients that make good referrals for Kevin are government entities, waterslide manufacturers, waterpark owners and developers (they currently work with 3-4 premier water parks in the US and also worldwide).

Continued on Page 3.....



Weekly Newsletter

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

www.prospectorsclub.com

July 14, 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.

July 14 – (Calling an audible) – Darryl Hawkins of Innovative Designs and Renovations at Deer Creek CC.

July 21 – Pat Beckner of Beckner & Associates at Deer Creek CC.

July 28 – Brad Twigg of Animal Rehabilitation Center / Grandview Animal Hospital at Deer Creek CC.

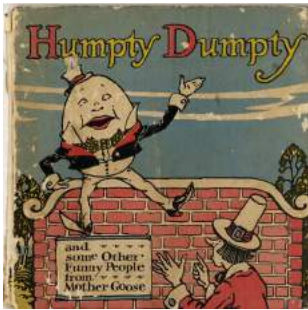
Aug. 4 – Mike Darby of Coach's Bar & Grill AT HIS 103RD LOCATION.

Aug. 11 – Kevin York of York Contractors AT HIS LOCATION.

Aug. 18 – Keith Steiniger of Proforma IDology at Deer Creek CC.

Trivia Question:-

What is the name of the book that introduced Humpty Dumpty to the world?



QUOTE OF THE WEEK

Sometimes a business's success is based on...



The sea that surrounds the Grand Cayman Islands is the Caribbean.

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

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And they have lots of projects that are currently working or have recently been completed right here in KC.

Kevin and his crew have a very simple philosophy – if you work hard, you can play hard as well. That is attested by

looking at their work environment and how it is structured. It is open, available to their staff to come and relax and decompress, yet lots of business has gotten done over a game of pool, or a cold beer.

It is a testament to the commitment that Kevin brings to the table that those clients he has worked with have made BSE Structural one of the most respected architectural firms in the region. Thanks Kevin for all you do for your company and your partners at Prospectors.

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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

None currently

Proforma IDology based in Lenexa is looking for a Customer Service Representative to handle general office duties and provide support to both customers and vendors.

Requirements:

- Experience in composing letters and business email
- Strong computer skills required with proficiency in Word, Excel and Outlook
- Great phone mannerisms with the ability to maintain a friendly demeanor on the phone when speaking to and assisting customers and vendors
- Experience in using research skills to troubleshoot customer/vendor issues and opportunities
- Must be able to multi-task in a fast paced, deadline driven environment

Responsibilities:

- Process, enter and follow through with all customer orders using various programs
- Product sourcing via researching through our vendor database and website
- Maintain positive customer and vendor relationships by handling their questions and concerns with speed and professionalism
- Office and administrative duties including but not limited to filing, checking mail and etc.

**Best Regards,
Keith Steiniger**

Proforma IDology Marketing Group

8218 Nieman Road, Lenexa, KS 66214

Direct: 913-735-2780 Office: 913-685-9098

ksteiniger@idologymg.com

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- July 7, 2016

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

- Adams, Linda
- Airey, Douglas Pat Beckner, Ann Wilkerson, Neil Kitzner, Rick Woodcock, Park Hawks
- Ashurst, Chase & Amy
- Beckner, Pat Ann, Doug H, Chris P, Jim B
- Bell, Jim Alan H, Chris, Dawn H, Keith S, Rick S,
- Belzer, Dan Doug Airey, Janine, Kevin York, Kathleen Cussen, Brian Rapp, Sheri Marko, Phil G, Matt Phar, Keith Stanger, Alan Goodheart
- Boehringer, Kevin SIRNA, DOUGLAS
- Bovard, Zach
- Brosseit, Mike
- Brown, Erin Alan G, Chris Pickering, Alan H., Cliff, Amy + Chase, Janine, Sherry Das, Mike Darby, Matt Phar, Ann, Kathleen
- Cocherl, Stephanie Rod Foster, Mike Darby, Kathleen, Matt Phar, Janine, Alan Henford, Janet Stone, Amber Jewell, Kevin, Boyd
- Cunningham, Rick
- Cussen, Kathleen
- Darby, Mike
- Dayal, Vivek Cliff O B, Rick S, Dave F, Chris P Amber S
- Douglas, Kyle
- Eckinger, Bill
- Eidson, Ken
- Emerson, Bill
- Felton, Dr. Sean
- Foster, Rod Rick S., Alan H., Stephanie C., Keith S.

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

- Flessner, Dave Leigh Wagner, Kathy Steiniger, Alan G, Vivelle, Ed
Linda Adams
- Giordano, Phil _____
- Goodheart, Alan GIORDANO, ADAMS
- Goodheart, Bruce _____
- Hardin, Das _____
- Hawkins, Darryl DOUG A. SLANG.
- Heriford, Alan _____
- Hobbs, Derek _____
- Holk, Dan DARBY
- Holland, Ed _____
- Hutchison, Ed M, K
- Kennedy, John F. _____
- Kopplin, Mike Alan Herz Fnd, Leigh Wagner, Mike
Darby
- Mellott, Mike GIORDANO, HEREFORD, FELTON
- Mortko, Sheri Danny, Edbug, Phil, Rick Keith, Amber,
Jen, Alan H, Alan G, Tamme, Erin,
O'Bryan, Cliff
- Oettmeier, Dr. Bert _____
- Phar, Matt Rick Zach, Keith, Kevin Y, Erin, DAS, Darby, Alan H
Chris P, Dan B, Jim B, Kelly, Stephanie
- Pickering, Chris HARDIAL BELL SHELTON; JEWELTS O' BRYAN; BROWN
DVAL; TIKKIP; MILWIST; DARBY PITAK; NOLANDA; REKUR. WENKESIA
- Rapp, Bryan M. G. B, Dandy B, Chad, Amber, Jim, Phil.
Alan G, Kevin York, Rick W.
- Runyan, Joe _____

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

____ Ryan, Pat _____

Sewell, Amber *Stephanie, Ed, Mike B., Bryan Kapp, Keith Steiniger, Sheri Moroko, Jen Shelton*

Shelton, Jennifer *Amber, Derek, Ann, Steiniger, Phil G*

____ Simpson, Brownie _____

Sirna, Richard *Harold Steiner, Wilburton, Gary Jan, Bryan, Robert Moroko, Ronie Prospective Party*

____ Spencer, Neil _____

Steiniger, Keith *Sirna, Giordano, Moroko, Henrich, Darby, Wolvaton, Holik, Lussen, Sewell, Flessner, Shelton, Phar, Bell, Oetmeier, Adams, Foster*

____ Stone, Janet _____

____ Terstriep, Janine _____

____ Trondson, Chad _____

____ Twigg, Brad _____

Wagner, Leigh *Ann, Chris P, Mike K, Dave F, Rick W*

____ Webb, Tyler _____

Wilkinson, Ann *Stephanie, Shelton, Julia Wolvaton, Erin Brown, Doug King, Chris Pickering, Pat Kapp*

Wolverton, Rick *NOEL, KEITH, JHERI, BOBARD, DAN H. JUDY P., BEIGH, JENN, SEAN*

____ York, Kevin _____

GUESTS

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