

## PROSPECTORS BREAKFAST CLUB



***Life is a Game. You Can Be a Player or a Coach.  
We'll Let You Choose the One You Want.***

Let's do a bit of a mind exercise today. I want you to think of a restaurant that you like, no.....that you WANT to go to have a few drinks or a good quality meal. A place where the food is fresh, cooked to order, and consistently good. Where your waitress or waiter has been there longer than two months. A place where the management / owner is there daily to make sure all is running smoothly. And as a bonus, if there was any major or minor sporting events going on in the WORLD, you would be able to see it there.

OK, now look at your hand. I bet there are fewer than five places in the city that fall into this category. And two of them are owned by the same group. You know who we're talking about – the two restaurants / sports bars called **Coach's Bar & Grill, one at 103<sup>rd</sup> & Wornall in KCMO, and the other at 135<sup>th</sup> and Grandview in OPKS, all owned by Mike and Brian Darby, and Chris Carle.**

Mike's clients want to be there. Don't get me wrong – any business today is challenging. So is Mike's. But he has been blessed to be able to interact with each of his customers that come there. And he learns a lot from them. He says it's the easiest sales job in the world. One would know that it is easier said than done. Make no mistake, Mike works his tail off to create the atmosphere his customers enjoy so much.

Mike Darby of Coach's Bar is but one piece of this amazing puzzle. From a very early age, Mike has been raised to work hard for what he gets and to respect everyone he has contact with, either in business or socially. Every person has a story. Every one he's met in his life has a purpose. He says he is "so blessed" to have been raised in a family environment that nurtured his love of family, of people in general. He is one of 6 kids. His family loved the simple things – playing board games, even inventing games to challenge them (Frisbee baseball). He talks of how lucky he was – there were many families he knew that did not have what the Darby clan had. Now with 3 kids and 9

grandchildren himself, he thanks God for having all his family so close. He knows he is a very lucky man.

At a young age, his father took him to see sports being played at the University of Missouri in Columbia – an influence that still runs deep to this day. Mike began his career in the mid-1970's at the Grand Falloon restaurant on the Country Club Plaza (still there today). That is where he met his current business partner Chrissie Carle. After working together for several years, they started Coach's at 103<sup>rd</sup> in 1982, when it was half a bar, and the other half fine dining. It wasn't long that the worst thing happened – Indian Creek had its own massive flood leaving them out of business for nearly a year. A Federal Disaster Loan helped get them back on their feet.

Chrissie and Mike have been partners all this time, but more importantly - friends too for nearly 33 years. Mike is the first to admit it is Chrissie that "makes this place happen". Mike is quick to admit – "She is responsible for creating the menus, some of the recipes that are staples today, really....everything is her."

Cont'd on Page 3...



## Weekly Newsletter

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

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

**August 11, 2016**



**WE ARE AT YORK COMPANIES,  
2013 E. PRAIRIE CIRCLE,  
OLATHE, KS 66062 - 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](mailto:ksteiniger@idologymg.com) before you visit our group so we can make sure there are no category conflicts with our current members.

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

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

**Aug. 25 – Rod Foster of BancCard at Deer Creek CC.**

**Sept. 1 – Sean Felton of Felton Mobile Chiropractic at Deer Creek CC.**

### Trivia Question:-

What delicacy comes from the fattened livers of geese?



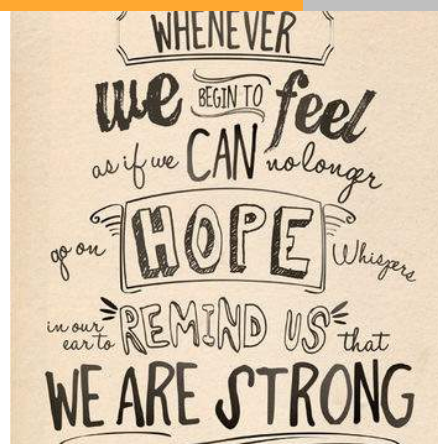
### **Con't. From Page 1.....**

Mike also talked about his son Brian coming into the business and learning it from the ground up. Both Mike and Brian concur that people that drink are really not that much fun! He now runs their location at 135<sup>th</sup> St. Mike admits how much fun it is to work with his son.

And what is even cooler, is hearing the story of Dan Holk's son, Spencer, who began working at Coach's at age 14, and has paid his dues and worked himself up in the ranks. He attended culinary school and has since worked for J. Alexander's Restaurants out of Tennessee, and he now manages the one at 115<sup>th</sup> and Metcalf. Mike now calls and talked to Spencer to find out the latest trends and what they are serving both food and drink-wise. Mike is so proud to have Spencer as part of his "consulting group".

Mike concluded that it is the people that make the difference. He attests to the fact that most of his servers have been with him for at least 5 to 10 years, and some more. He appreciates someone that is brutally honest, and one server, Patty, is just that honest. If a customer

### QUOTE OF THE WEEK



**South American cowboys are called Gauchos.**

asks her if a certain dish is good or not, she knows her clients and what they like, and will tell them without a doubt if she'd serve it or not. That's who you want working for you!

Mike asked that if you wanted to give him any referrals at all, that a catering company that has no liquor license is a good referral, and that they have several rooms that accommodate meetings small to medium in size. There are screens for making presentations, and there is no charge for reserving them, but there may be minimums of service required. So let those you know this service is available.

We could go on talking about how big Mike's heart is when it comes to supporting so many different causes, but that would take another whole newsletter. Suffice it to say how fortunate it is to have such a smart, caring, generous soul as part of this amazing group of entrepreneurs. Thanks may not be enough, but we all know Mike will be there whenever and whatever needs to be done. It was great hearing your story and all we can say is.....GO Tigers !!

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

## **PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES**

**Tom's Town Distillery Tour and Flight - Thursday – August 11<sup>th</sup>, 2016**

We are putting together the final plans on the Tom's Town Distillery tour – Be sure to look for that in an email blast in the next 24 hours or so.



**Grade A Tree Service** (Phil Giordano) is looking for tree trimmers or groundsman (they will train). If you know of someone that fits this post, Get in touch with Phil at 816-509-2225.



**Hangers Cleaners** is looking to fill two positions – a seamstress at their Plaza location; am sure some experience is preferred. And also a **Store Driver** for pickup and delivery of clean and unclean clothes to return to the main facility. If you know of someone that is looking for employment, or you could send this out to your network, please do so and refer them to **Kathleen Cussen**.

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- August 3, 2016

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

Adams, Linda

Airey, Douglas Neil Gienke, Pat Beckner, Keith York

Ashurst, Chase & Amy

Beckner, Pat Jim Bell, Ann Wilburan, Alan H, Doug Airey

Bell, Jim Chris P, Dast H, Derek H, Kathleen C, Kate S, Kenney

Belzer, Dan Janet Stone, Dan Holk

Boehringer, Kevin BROSSEIT, FELTON, DOUGLAS, SIRNA, FUESNER

Bovard, Zach Amber, Matt, Kevin

Brosseit, Mike

Brown, Erin Chris Pickering, Alan Heriford, Cliff, Janine, Shari, Mike Darby, Matt Phar, Ann, Amber, Keith

Cocherl, Stephanie Janine Tensheip, Rod Foster, Alan H., Mike Darby, Keith, Matt Phar, Katherine Curran, Rich Sings, Rick Woodruff, Vivek Dayal, Ann Cunningham, Rick

Cussen, Kathleen

Darby, Mike Kevin, Chris, Kyle, Alan H, Doug, Ken, Ed, Keith

Dayal, Vivek Chris P, Cliff O B, Rich S, Amber, Stephanie, Dave F

Douglas, Kyle Kevin B, Ken E, Alan H, Ann W

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean KEVIN B, LIGH W, FELICI, LINMAA, AMBER S, ALAN H, RICH S, MIKE D, COACH JEN, SHARI M, KATHLEEN C, ALAN G, DAVE F

Foster, Rod

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

- Flessner, Dave Sean Felted, Vivek, Leigh Wagner, Kevin P
- Giordano, Phil Rick S, Keith S, Alan H Tyler, Brad T, Shyam M, Rick W, Mike M, Kathleen G, Sean F, Tyler W.
- Goodheart, Alan ADAMS, DARBY, SIENNA, STONE
- Goodheart, Bruce \_\_\_\_\_
- Hardin, Das Mike D, Chris P, Alan H, Thom E, Pat R, Jon S, Rich S, Rick W, Tyler W.
- Hawkins, Darryl CHRISTOPHER P., KYLE P.
- Heriford, Alan \_\_\_\_\_
- Hobbs, Derek \_\_\_\_\_
- Holk, Dan WOLVERTON, BELZER
- Holland, Ed \_\_\_\_\_
- Hutchison, Ed Amy, Janet, Mike
- Kennedy, John F. \_\_\_\_\_
- Kopplin, Mike \_\_\_\_\_
- Mellott, Mike Giordano
- Mortko, Sheri \_\_\_\_\_
- O'Bryan, Cliff Vivek + Chris
- Oettmeier, Dr. Bert \_\_\_\_\_
- Phar, Matt \_\_\_\_\_
- Pickering, Chris HARDIN, BELL, SHELTON, DOUGLASS, BROWN, DAYAL, TIERSTRA, ASHBY, DARBY, SIENNA
- Rapp, Bryan \_\_\_\_\_
- Runyan, Joe \_\_\_\_\_

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

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

Sewell, Amber Mike Darby, Coach's, Vivek, Zaem Boward, Dave Flessner, Sheri Mortko, Keith Steiniger, Mike B., Sean Felton, Alan Herford, Erin Brown, Ed the Big Guy  
\_\_\_\_ Shelton, Jennifer \_\_\_\_\_

\_\_\_\_ Simpson, Brownie \_\_\_\_\_

Sirna, Richard Angela, Pichu, Wayne, Mortko, Steven, O'Brien, Glenn, Ben, Cassa, Jon, Bell, Red, Gosh, Guss, Howard, Ashby, Phil, Golan, Ram, Eugene  
\_\_\_\_ Spencer, Neil \_\_\_\_\_

Steiniger, Keith Giordano, Mortko, Herford, Darby, Wolverton, Sewell, Wagner, Rapp, Lusser, Shelton, Koplin, Volk, Phat, Holk, Eidsen  
 Stone, Janet Ed, Fern, Alan G.

\_\_\_\_ Terstriep, Janine \_\_\_\_\_

Trondson, Chad Bryan, Rod, Vivick, Pat Beckner, Rick

\_\_\_\_ Twigg, Brad \_\_\_\_\_

Wagner, Leigh Sean Felton, Jen Shelton, Sheri Mortko

Webb, Tyler Mike Darby, Phil Giordano, Dan Holk, Das Hardin

\_\_\_\_ Wilkinson, Ann \_\_\_\_\_

Wolverton, Rick KEITH SHERI DAE DANH. BOB AND MIKE CRISBY & KATHY

York, Kevin ZACH, MATT P, MIKE D.

**GUESTS**

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