

PROSPECTORS BREAKFAST CLUB



Been to New York? Eaten Yorkshire Pudding? Know the Earl of York? How about York Insurance, or a York Furnace / AC? Have a Yorkie dog?

No matter what type of "York" you're familiar with, there's only one **York** that means anything to all of us. He is grand like the city, and sweet like the pudding. And he has a bit of playfulness like a puppy. But when it comes to work and fun, he will insure you that he's there for whatever party that's planned.

Again the story unfolds about a childhood filled with what was a great way to grow up knowing that you had fun while still learning about the world and family and business all at the same time. But a great family upbringing that **Kevin York of York Companies** had. No messing around the York household. OK, there was a bit of horsing around.

Kevin grew up in South Johnson County (that was 101 and Roe back then). As a young kid, he was working but mostly having fun with friends. They would go and mow lawns and trim weeds and bushes on Sundays, and once in high school, he would paint houses during the summer. They called the lawn service York Bros. Lawn Care. He also had a passion and love for fast cars, and would buy them and fix them up to sell for a profit. His Dad taught him a lot here. He still has that deep in his blood.

You see, Kevin's Dad was in the construction biz, and Kevin really loved going on his sites to see what went on. This became his palette if you will, and he began taking the "colors" that he saw his Dad using, and filed them away for future use.

He tried being a manufacturer's rep like his Dad, but was not cut out for it. He was still doing some lawn and landscaping biz when in 1981 he landed a huge subdivision contract for installing a sprinkler system (that he knew not much about), but he learned quickly. This project helped York Contractors grow into doing them and sprinkler systems full time, and he added nighttime lighting of homes and boat docks too.

He ended up building his own home after meeting Patti, his wife. He has had several locations in Olathe where he has headquartered his different businesses, now being at 135th and Lindenwood in Olathe.

Kevin still does some office tenant work. But once he built his home, he and Patti really wanted a pool. But they could not see spending what it cost to build. So Kevin thought – why not become a distributor of fiberglass pools that drop in the ground (lesson from his father), so he became certified and installed his first pool in their back yard. Boom! York Pools was born! He now has served clients with pools from Hays, KS to Warrensburg, MO, and Wichita and Topeka into the greater Metro KC area. He ended up getting jobs where people wanted a pool and ended up doing a remodel to boot. What a nice scenario.

His wife is the director of Field Human Resources for Build-A-Bear in North America. With here connections they were able to benefit a local charity called Phoenix Family Foundation by contributing thousands of bears to those less privileged children that do not have much during the Holidays. His daughter came up with the name Give-A-Bear and it has raised hundreds of thousands to support the cause. They even deliver the bears dressed as Santa every year.

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

August 18, 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.

**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 is the last name of Lucy and Linus?****QUOTE OF THE WEEK**

Thr French delicacy that's made from the fattened livers of geese is called pate de foie gras.

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

Kevin told us of another way that he helps give back. At Children's Mercy Hospital, each year they treat thousands of children and send them home, yet there are nearly 160 patients that are not so lucky. These kids did not go home, so they came up with using the bears to present to the families when they leave the hospital without their child, they have their memory to cherish and albeit a substitute for their loved one.

Kevin has received lots of referrals from Prospectors over the years. Recently there have been 4 big referrals getting him nearly \$400,000 of business and he has about \$800,000 of proposals that came from those referrals. Amazing!

A good referral for York Companies are mostly general contracting. York does additions, bath remodels, basements, decks, and pools (he does pool service too.)

And the pools (asked about in Q & A) - he gets quite a few leads off the internet. He likes the fiberglass pools because they have sides that shift and will not crack, are easy to clean and maintain, are a quick installation, and have a lifetime warranty, unlike a liner pool that has to be redone every 5-7 years. And salt water is cheaper and better to maintain than chlorine.

So, when you need a company that is a full service construction and contracting company that can provide expert service and maybe a new swimming pool to boot, then you need to call Kevin York and have that starter conversation – let him show you how to make your dreams a reality. Thanks Kevin for all you do for Prospectors and the world as a whole.





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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES



Grade A Tree Service (Phil Giordano) is looking for tree trimmers or groundsmen (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**.



From Dolce Bakery - We are still looking to fill a couple of positions here at the bakery and would love to be listed in your Prospector's newsletter. We are looking for Pastry Counter Sales Position (front counter) and Dishwashers. **Contact them at 913-236-4411.**



Feel free to contact Kevin York for more information.

HEAD FOR THE CURE

2016 5K RUN / WALK
SUNDAY-08.28.16
CORPORATE WOODS

The Head for the Cure 5k Run/Walk Metro KC benefits the Brain Tumor Trials Collaborative (BTTC) and, locally, KU Cancer Center and Solace House.



BRAIN TUMOR TRIALS COLLABORATIVE

THE UNIVERSITY OF KANSAS
CANCER CENTER



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Defeating brain cancer step by step

Thank you to our national sponsors:



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Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- AUGUST 11, 2016

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

Adams, Linda _____

Airey, Douglas _____

Ashurst, Chase & Amy _____

Beckner, Pat Jim Bell, Chad T

Bell, Jim Chris P, Derek H, Kathleen C, Alan G, Keith S, Matt P, Pat B.

Belzer, Dan _____

Boehringer, Kevin _____

Bovard, Zach Yark, Phar, Sewell, Rupp.

Brosseit, Mike _____

Brown, Erin Ann, Rich, Chase + Amy, Sean Felton, Chris Pickering, Alan H, Cliff, Shaune, Sheri, Mike Darby, Matt Phar, Kathleen, Amber, Keith.

Cocherl, Stephanie Red Foster, Pat Beckner, Andrew Wilkinson, Matt Phar, Kathleen Cussen, Vivek Dayal

Cunningham, Rick Keith S, Phil G.

Cussen, Kathleen _____

Darby, Mike _____

Dayal, Vivek _____

Douglas, Kyle _____

Eckinger, Bill _____

Eidson, Ken _____

Emerson, Bill _____

Felton, Dr. Sean Felici Giordano, Kathleen Cussen, Amber Sewell, Mike Darby, Coach Jon, Alan H, ERONB, Lynn W, Rick S, Keith S, Bryan Rupp, Red Foster

Foster, Rod Sean Felton, Stephanie Cocherl, Alan Heritford, Chase & Amy Ashurst

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

- Flessner, Dave SEAN Factors, Vivec, Leigh Wagner
- Giordano, Phil Sharon M, Keith S, Alan H Rick W M. X M. Kathleen
Sean F Rick L
- Goodheart, Alan CUSSEIN + SIRNA
- Goodheart, Bruce
- Hardin, Das
- Hawkins, Darryl CHRIS STORMER P. KENNY Y. NEJC S
- Heriford, Alan
- Hobbs, Derek Jennifer Shelton, Dave Flessner, Keith Stormer, Mike Derby
- Holk, Dan
- Holland, Ed
- Hutchison, Ed Rick, Alan G, Janet, Chris, Ken
- Kennedy, John F.
- Kopplin, Mike Alan Hel. Fred, Keith S, Steve, Diana (app)
Rick SIRNA, Leigh Wagner, Don Belzer
- Mellott, Mike Giordano Wagner
- Mortko, Sheri Felici, Erin, Jen, Amber, Rich, Rick, Keith, Alan H
Leigh, Sean, Kathleen
- O'Bryan, Cliff
- Oettmeier, Dr. Bert
- Phar, Matt
- Pickering, Chris BELL; HARDIN; SHELTON; SIRNA; SPENSER; DERBY; BICNER
HUTCHISON; RAPP; HAWKINS
- Rapp, Bryan Keith, Mike K, Donnyb, Chad, Chris P, Mel, Rick S
Sean, Erin, Jim
- Runyan, Joe

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

___ Ryan, Pat _____

X Sewell, Amber Keith, Sean, Mike Bassett, Vivek, Zach, Shari, Alan H.

X Shelton, Jennifer Ashurst, Darby, Felton, Hardin, Hobbs, Martko, Pickering, Sirna, Steiniger, Wagner, Wilkinson
___ Simpson, Brownie _____

X Sirna, Richard Coach (Hunt) Sirna, Martko, Public, Cochrane, Cusso, Spina, Forbes, Con, Doug, Wolverson, Ryan, Patin, Jackson, Boyd

X Spencer, Neil DOUG ALICE, MIKE DADBY, Darryl Hartman, Alan Henford, Bryan Rapp, Rich Sirna, Rick Wolverton

X Steiniger, Keith Phil, Sheri, Alan H., Jim, Mike, Rick, Amber, Leigh, Ter, Ken, Kevin, MaH, Dan, Rich, Derek, Ricc.

X Stone, Janet Stephanie, Ed-Rodan Ed-Terrante

___ Terstriep, Janine _____

___ Trondson, Chad _____

___ Twigg, Brad _____

___ Wagner, Leigh _____

___ Webb, Tyler _____

X Wilkinson, Ann Sarah Wolverson, Mike Dady, Leigh Wagner

X Wolverton, Rick SHERI KEITH ALAN H. RICK C. WOLV.

___ York, Kevin _____

GUESTS

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