Folks, you do not have to go to Disneyland in order to make your dreams and goals come true. All you have to do is love what you do and have a passion in order to be successful. It may have taken her awhile, but with Janet Stone of REMAX State Line – her dreams HAVE come true, and it’s not without an awful lot of work, time, and sweat equity that has made the difference for her.

It has taken Janet 37 years to earn the accolades of her clients, both current and former, that have allowed her to find the perfect home for them. But it was that good family upbringing that made such a difference in how she treats her clients – like she would want to be treated. She grew up in a small Kansas town called Newton, and her parents had a car dealership as well as an auto shop. Janet was and still is a cute blonde, and was loved by all she came in contact with growing up. She held numerous jobs in her Dad’s businesses, and excelled at all of them.

She grew up fast, marrying out of high school and beginning a family at a young age. She went to college while working there, and eventually made a move to Kansas City working for an engineering firm. Her family was growing and soon she would be a single Mom working even harder. Out of the clear blue she decided to take the biggest risk anyone her age and where she was in life could consider – she decided to become a real estate agent and go from a salary to a straight commission career.

When she began, she worked for the largest ERA real estate company in KC. But she felt she was not getting the success she wanted or needed. So in 1992, not growing at the pace she wanted, she switched to REMAX. It proved to be one of the most exciting moves she had made to date. This new firm helped motivate her to new heights in her career. Everyone in the firm wanted to share what they were doing so they all could succeed.

She had not experienced that level of caring among co-workers ever.

She continues to advance her career to this day, going through the market’s exciting ups and downs. REMAX continues giving the best training possible and the support she needs to drive her business to new levels. Even through the RE market in 2008, she managed to survive because she had the seeds planted to keep her solvent in a time when thousands of agents went by the wayside. Whew – glad she made the cut!

Janet took us through important data to help all of us understand what has been going on in the markets.

- Low mortgage rates continue to support the housing markets.
- 30 year mortgage rate should remain below 4.5% through end of 2017. (Thanks Ann W.)
- Even though home sales rose by 9.7% in 2015, they continue to grow, but at a slower pace in 2016.
- Home sales are expected to rise in 2017 by 4.5%, and new home construction is up too.

Continued on Page 3 & 4 ....
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.

October 27 – Jim Bell of James D. Bell CPA LLC at Deer Creek CC.

Nov. 3 – Erin Brown of Dolce Bakery AT DOLCE BAKERY.

Nov. 10 – Alan Goodheart of Goodheart’s Jewelry at Deer Creek CC.

Nov. 17 – Das Hardin of Village Flower Co. AT VILLAGE FLOWER CO.

Nov. 24 – THANKSGIVING DAY – NO MEETING

Dec. 1 – Janine Terstriend of the Decorative Touch AT HER LOCATION.

Dec. 8 – ?
Trivia Question:-

What gangster’s business card read “second hand furniture dealer”?

QUOTE OF THE WEEK

“If you can actually count your money, then you’re not a rich man.”

Jean Paul Getty

The state that does not border the Atlantic Ocean is Vermont.

Con’t. From Page 1……..

“When you wish upon a star, Makes no difference who you are, Anything your heart desires, Will come to you”……..

- The total inventory of saleable homes has fallen in the KC area, leading to having multiple offers made on a listing as we transition into a seller’s market for homes in the middle to lower price ranges (high end prices are holding their own).
- Lower supply has led to home prices to have increased by as much as 6.5%
- Average JoCo sales price is at $296,600.

Her old office, REMAX first was purchased by REMAX State Line, but has moved into the Nall location – go figure! The REMAX brand is in 95+ countries, almost 7,000 offices worldwide, and 105,000 agents worldwide. Janet’s office in Leawood was ranked #1 in sales and volume for Kansas in 2015, and leading the same for 2016 so far.

The hottest area for buying and selling homes – hard to believe – but is the quaint suburb of Prairie Village. Of course with all the smaller,
beautiful homes they have to offer, what family would not want to settle there and send their kiddos to the Shawnee Mission School District schools.

Janet could not have done what she’s accomplished over this past decade without the support of her now husband, Rich Coleman, whom she met at a Royals baseball game 11 years ago. It was her decision that she needed to take more “personal time” away from her business, and her fate was in the stars. Rich and Janet have blended two lovely families, travel, dine, golf, and value each other’s opinions on so many levels. They both are so fortunate to have each other.

We have to thank Janet for all she has done for the club serving on its Board and other committees, and for her expertise in guiding those of us that need to be guided. Janet, we hope that you keep dreaming for the sky, as that is the only limit you seem to know.

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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

CONGRATULATIONS
To Your 2017 Prospectors Board of Directors

President – Chris Pickering
Vice President – Rod Foster
Social Chairperson – Kathleen Cussen
Membership Chairperson – Stephanie Cocherl
Programs Chairperson – Ann Wilkinson
Members at Large – Sean Felton, Jen Shelton, and Leigh Wagner

We look forward to a smooth transition and a great year in 2017!

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.
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.

Dolce Bakery is looking to fill multiple positions throughout the bakery, including PT cake and sugar cookie decorator, PT/FT pastry counter sales, and PT dishwasher. If you know someone who would be a good fit and shares our passion for cinnamon rolls send them to dolcebakes.com/joinourteam to fill out an application! Contact them at 913-236-4411.

Save the Date – Sat. December 3rd at Deer Creek CC – Annual Christmas Party
We THANK YOU for your support over the years.

At Operation Give-A-Bear, our goal is to put smiles on the faces of at risk and underprivileged children and the homeless.

We deliver Teddy Bears at Christmas time to those who would normally not receive any gifts...Smiles and hugs abound when Santa and the bears arrive!!

Although we will not be having a fundraising auction this year....we still need your support.

Please consider sponsoring us with a tax deductible donation for 2016.

Your dollars are spent purchasing teddy bears, so that our team of volunteers can dress like Santa and deliver bears to those in need.

HELP us give a child a smile during the holidays.

Your donation can be made on our website: www.operationgiveabear.net or by check to:

21025 West 105th Street
Olathe KS 66061

Thanks again for your support!

Best regards,

Operation Give-A-Bear Board
Prospector's Breakfast Club
Attendance and Thank You's  Meeting Date:  Oct. 20, 2016

PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

Adams, Linda
Airey, Douglas
Ashurst, Chase & Amy
Beckner, Pat
Bell, Jim
Keith S., Ken B., Ken Y., Zellers D., W. Kent
Belzer, Dan
Boehringer, Kevin
Bovard, Zach
Brosseit, Mike
Brown, Erin
Cocherl, Stephanie
Cunningham, Rick
Cussen, Kathleen
Darby, Mike
Dayal, Vivek
Douglas, Kyle
Eckinger, Bill
Eidson, Ken
Emerson, Bill
Felton, Dr. Sean
Foster, Rod

[Signature]

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

Flessner, Dave

Giordano, Phil

Giovanetti, Bob

Goodheart, Alan

Goodheart, Bruce

Hardin, Dan

Hawkins, Darryl

Heriford, Alan

Hipple, Vanesa

Hobbs, Derek

Holk, Dan

Holland, Ed

Hutchison, Ed

Kennedy, John F.

Kopplin, Mike

Meliott, Mike

Mortko, Sheri

O'Bryan, Cliff

Oettmeier, Dr. Bert

Phar, Matt

Pickering, Chris

Rapp, Bryan

Runyan, Joe
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

_____ Ryan, Pat

X  Sewell, Amber
X  Shelton, Jennifer
V  Simpson, Brownie

_____ Sirna, Richard

_____ Spencer, Neil

_____ Stein, Jeremy

_____ Steiniger, Keith

_____ Stone, Janet

_____ Terstriep, Janine

_____ Trondson, Chad

X  Twigg, Brad

_____ Wagner, Leigh

_____ Webb, Tyler

_____ Wilkinson, Ann

X  Wolverton, Rick

X  York, Kevin

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