The Hardest Barrier to Crack in the Jewelry Industry is Developing a Trusting Relationship With Your Clients.

One of the hardest things to develop having your own business is getting your clients to trust you. It is all about being open and honest. And this takes time to nurture. Especially when it comes to jewelry. That may require the most trust of all.

It is nice to have someone you can trust with your family's precious heirlooms. It is good to know Alan & Bruce Goodheart of Goodheart's Jewelry. They just finished their 30th year of business together. Imagine working with your spouse or sibling for 30 years. Nearly impossible in today's world. But they seem to each have their strengths to share the responsibilities of running their business.

They grew up in the nation's heartland – born and raised in Sedalia, MO. Again another example of being raised in a great environment with plenty of opportunities to learn and grow into well respected people.

As kids, they spent many hours at their parent's jewelry store, never knowing all they were learning about the business. Alan even swore he would never follow in his father's footsteps, preferring to consider being a lawyer through college. But his grades and LSAT scores told otherwise. He was the only one of his fraternity brothers that had a job offer when he started his senior year because of an internship he served in St. Louis the summer before.

He gained lots of retail management experience working for Famous Barr Department stores. The big corporate environment was not much to his liking. So he took a job getting him into jewelry for Finlay Fine Jewelry out of NY, who leased space in department stores. This eventually led him to return to Kansas City, managing two departments for Stix Baer & Fuller, now Dillards / Macy's.

Two more years went by and a jeweler on the Plaza, Gale Grossman, hired him to work in a high end guild store, one of Tivol's competitors at the time. It is there that he honed his skillset, being mentored by one of the best salesmen and managers he ever knew. Gale taught him so much about people, business, buying right, and marketing. It would all prove to be essential in making their decision a year later to open their own store after their father's passing.

1986 – They took the plunge, opening a store on Metcalf Ave. 2000 sq. feet. Probably way more than they needed, but lessons learned over time. In ’91 they moved to Shannon Valley, and later to a private office at College and Nall. When that building was bought by a developer in '96, he said either pay double the rent or move. We moved then to our current location at 105th & Metcalf.

Alan does so many varied things when it comes to merchandising and services. The list is quite long. Probably what they are best known for is their ability to take what ideas you may have in your head or something you have seen somewhere, take them, and create a striking jewelry creation that gets that WOW from those that admire it. It is so much fun for them to take jewelry you are not wearing, break it down, and make a ring or pendant that you WILL wear. That's the hardest thing – finding something that makes fashion sense. A piece that is stylish and functional at the same time.

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.

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

Nov. 24 – THANKSGIVING DAY – NO MEETING

Dec. 1 – Janine Terstriep of the Decorative Touch AFTER HOURS AT HER LOCATION.

Dec. 8 – Mike Brosseit of Top Notch Heating & Cooling at Deer Creek CC.

Dec. 15 – Annual White Elephant Gift Exchange

Dec. 22 – NO MEETING – CHRISTMAS WEEK.
Trivia Question:-
How many states did Richard Nixon carry in his election in 1972?

Quote of the Week
“...There is something incredibly nostalgic and significant about the annual cascade of autumn leaves.”

There is a total of 206 bones in the human body, but Sean Felton knew that.

Con’t. From Page 1....... 

The Hardest Barrier to Crack in the Jewelry Industry is developing a Trusting Relationship with Your Clients.

Probably 90% of what they sell are for women, and the balance are men and special projects they work on for Archdioceses, churches, lapel pins for companies, jewelry for non-profits, and corporate gifting.

Goodheart’s is still a player in the insurance replacement business – working with insurance companies when there are lost or stolen jewelry items that need to be replaced or valued so the companies can strike a settlement with them.

They do jewelry and watch repairs, battery replacements, and can provide jewelry appraisals for insurance purposes or for estate settlements.

Oh yeh, they do sell beautiful diamonds and gorgeous colored stones like rubies, sapphires, and emeralds, engagement rings, diamond stud earrings, and wedding bands.

One of the Goodheart’s has been a member of Prospectors since their inception in ’86, and Alan has served on the Board for nearly half that time. He says being a part of this group has been one of the best business decisions they have made.

So Alan truly wished to thank each and every member for their business and support over these past 30 years, and hope that his relationships continue to grow and nurture in the years to come.
BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Prospectors, please don’t forget about our VIP event on Friday, Nov. 18th from 5pm to 7pm (this is not an ATF gathering). Your opportunity to see many great values before we open it to the public Saturday.

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.

IT’S ABOUT MORE THAN TURKEY……..THERE’S ALSO PIE !!! Check out our link at Dolce Bakery to order yours !!
http://eepurl.com/cnQy6X

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
Dear Friend of Special Olympics;

We need your support for our 26th Annual John L Cassidy Heartland Winter Games. The enclosed brochure discusses monetary donations, but we also need items donated for our annual Dinner and Auction, “Join us at the SOKS Hop.” The auction will be held on November 19, 2016, at the DoubleTree Hotel in Overland Park, Kansas. The evening’s activities will include silent and live auctions. More than 200 people attended last year’s event which raised over $28,000 for the Winter Games.

Any item, gift certificate, or basket your business could donate would be an excellent addition to our auction, in addition to promoting your business. In appreciation, your company’s name (or your name if an individual) will be listed both in the auction program as well as in the John L Cassidy Heartland Winter Games program.

The Winter Games will be held in the Kansas City metro area in January 2017 with over 300 athletes from Kansas, Missouri, Nebraska, Oklahoma and Arkansas competing in winter sports such as skiing, snowshoeing, ice-skating and floor hockey. The Heartland Winter Games provide a wonderful opportunity for our athletes to compete in these sports. Without the help of our sponsors and donors, this would not be possible.

Donations are tax deductible to the extent allowed by law. Please contact Ann Wilkinson at 913-219-0264 or larimored@ksso.org or Ruthann Bean at 913-484-1735 with any questions, or send your donations to Kansas Special Olympics, 5280 Foxridge Drive, Mission, KS 66202. You may also visit our website www.ksso.org/winter.html for details on how to reserve your place at our event!

Thank you for your consideration.

Ann Wilkinson

Heartland Winter Games Auction Committee
### Prospector's Breakfast Club

**Attendance and Thank You’s**

- **Meeting Date:** Nov. 10, 2016

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

<table>
<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Adams, Linda</td>
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<td>Airey, Douglas</td>
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<td>Ashurst, Chase &amp; Amy</td>
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<td>Beckner, Pat</td>
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<td>Bell, Jim</td>
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<td>Cocherl, Stephanie</td>
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<td>Cunningham, Rick</td>
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<td>Cussen, Kathleen</td>
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<td>Eidson, Ken</td>
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<td>Emerson, Bill</td>
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<tr>
<td>Felton, Dr. Sean</td>
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<tr>
<td>Foster, Rod</td>
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*Note: Some names are marked with an 'X' to indicate attendance.*
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

Flessner, Dave
Giordano, Phil
Goodheart, Alan
Goodheart, Bruce
Hardin, Das
Hawkins, Darryl
Heriford, Alan
Hipple, Vanesa
Hobbs, Derek
Holk, Dan
Holland, Ed
Hutchison, Ed
Kennedy, John F.
Kopplin, Mike
Meltott, Mike
Mortko, Sheri
O'Bryan, Cliff
Oettmeier, Dr. Bert
Phar, Matt
Rich, Mike B
Pickering, Chris
Räpp, Bryan
Runyan, Joe

REMEMBER: ASKED TO GIVE US INPUT ON 2017 BUDGET AND POLICIES
### PROSPECTORS BREAKFAST CLUB 11/10/2016

| Ryan, Pat |  |
| Sewell, Amber | X |
| Yantes, Ann |  |
| Kevin Var |  |
| Neil Spencer |  |
| Kathleen |  |
| Keith, Nick |  |
| Specyke, Keith |  |
| Van, Zeke |  |
| John Smith |  |
| Mike D |  |
| Mike B |  |
| Wesler |  |
| Shelton, Jennifer |  |
| Helen Foster |  |
| Koppin, Sewell |  |
| Sirna, Steven |  |
| Webb |  |
| Simpson, Brownie |  |

- Sirna, Richard
- Sewell, Matt
- Stright, Royal
- Wilkerson, Gary
- Spence, Neil
- Kathleen C
- Mike D
- Sam F
- Chris P
- Amber S
- Keith S
- Janine T
- Kevin Y
- Stein, Jeremy

- Steiniger, Keith
- Chris P
- Kyle A
- Neil, Tim
- Stephanie
- Ken E
- Sam F
- Mik A
- Coach, Joe
- Van B
- Alan H
- Eric B
- Matt
- Amber
- Shae
- Phil G
- Kathleen
- Richs
- Richk

- Stone, Janet
- Amber
- Alm, Ram
- Ed

- Toc窘rip, Janine
- Alan G
- Jeremy
- Chris
- Bryan
- Rego

- Trondson, Chad

- Twigg, Brad

- Wagner, Leigh

- Webb, Tyler
- Jennifer Shelton
- Stephanie Cockel
- Jeremy Stein

- Wilkinson, Ann
- Chris
- Gretchen
- Kyle A
- A.
- Tina
- Francis

- Wolverton, Rick
- Edlin B
- Keith C
- Rich V.
- Joe
- Kathy
- Kate S
- Bryan
- Galvin
- Shari

- York, Kevin
- Sam F
- Mike D
- Alan H
- Jim
- MTEP
- Neils
- Kathleen C
- Doug A
- Zach S
- Ann
- Janine
- Amber S
- Stephanie C

### GUESTS

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<tr>
<th>Name</th>
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