This Time of Year Things Get a Little Upside Down at Village Flower Company.

We say it every year and we now believe it to be true. When we visit Das Hardin of Village Flower Company each November, it must be the official beginning of the Holiday season.

You can’t even think of one business that is so nicely decorated and puts you into the Christmas spirit better than Village Flower. And you would understand why it is that way knowing Das’ humble beginnings growing up in West Plains on a farm, and in college when, as a horticultural student, his first job there was at a flower shop in Manhattan (KS, that is - GO Wildcats!). When he graduated, he came to KC and managed a greenhouse for about 10 years. After this, he was working for other small floral shops, learning more about profitability, sales, customer retention. When the opportunity arose to possibly purchase a business, he had the knowledge to understand what to offer and how to negotiate.

He still says it was the best move he ever made owning his own business. His first store was at 95th and Nall. He actually took out a loan for $5K using his car as collateral. But later a friend who owned a bakery in the Prairie Village Shops, Marilou Sandquist, told him of a space next to her, a flower shop that the owner was wanting to exit. He bought this ongoing flower shop in the mid ‘80’s. He has truly maximized the space he has, and continues to work every inch of it with his merchandising. They have updated the lighting to halogens, saving hundreds every year, and diversified his merchandise and floral selections. Das knows his strengths, so he continues working the books and numbers, and leaving a lot of the front end to Cindy Heckman who is great at matching product to their customers.

He is faced today with greater challenges. Bruce Smith Drugs is leaving the center, a major traffic driver there. Das tells us that his business is a very emotional one. From happy celebrations – birthdays, anniversaries, Mother’s Day, Valentine’s Day, arrangements for the holidays, or even flowers for high school dances, Village Flower can cover it. And even the not so happy occasions are handled with care and style when a family member passes away.

His clients are discriminating, and look for that personal touch when it comes to service. Their most favorite offering is the fresh flower cooler. Go in, pick what you like, and they will vase it for you, and You are out the door. They even have “Flower Friday” specials at half price. Check them out!

Das talked also about having standing orders – where an arrangement is made and delivered as often as a client desires – once a week, or once a month. There are no delivery charges, and they exchange vases, saving money there too. They do green plants and orchids. They deal mostly in fresh flowers, but have gorgeous silk arrangements they can customize. And they decorate lots of Mission Hill homes for the holidays, and others with artificial garland now, but after Thanksgiving, they use the real natural greenery that lasts through the New Year.

It is so nice having Das in the Club to be there for whatever occasion you might be celebrating. Be sure to call Das when you next floral need arises. Thanks for your knowledge and your great service to so many Prospectors.
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. 24 – THANKSGIVING DAY – NO MEETING

Dec. 1 – Janine Terstriep of the Decorative Touch BREAKFAST 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.

Dec. 29 – NO MEETING – NEW YEAR’S WEEK

Jan. 5, 2017 – President’s State of the Club at Deer Creek CC

Jan. 12 – Health Forum at
Trivia Question:-
Who chases Ichabod Crane in The Legend of Sleepy Hollow?

Quote of the Week
By working faithfully eight hours a day you may eventually get to be boss and work twelve hours a day.

When Richard M. Nixon ran for President in 1972, he carried 49 out of 50 states. Amazing!

Con’t. From Page 1....... 
Not this week....
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.

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](http://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
# Prospectors Breakfast Club

**Attendance and Thank You's**  
Meeting Date: **Nov 17, 2016**

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

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Flessner, Dave
Giordano, Phil

Goodheart, Al
Cusson, Dan

Goodheart, Bruce

Hardin, Das
Heriford, Darby
Shelton, Bert O.
Schnell, Rich Sira

Hawkins, Darryl

Heriford, Alan

Hipple, Vanessa

Hobbs, Derek
Dave Fleming
Rick Sira

Holk, Dan

Holland, Ed

Hutchison, Ed

Kennedy, John F.

Kopplin, Mike

Mellott, Mike

Mortko, Sheri

O’Brien, Cliff

Oettmeier, Dr. Bert

Phair, Matt

Pickering, Chris

Rapp, Bryan

Runyan, Joe

Goodheart, Christopher P.

Kathleen C.
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

___ Ryan, Pat ___
__ Sewell, Amber ___
__ Shelton, Jennifer ___
X__ Simpson, Brownie
X__ Sirna, Richard
X__ Spencer, Neil
X__ Stein, Jeremy
X__ Steiniger, Keith
X__ Terstriep, Janine
X__ Twigg, Brad
X__ Wagner, Leigh
X__ Webb, Tyler
__ Wilkinson, Ann ___
X__ Wolverton, Rick
__ York, Kevin ___

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