So what have you heard about global warming? Yes, it was a relatively warm summer and fall, but how about stepping outside the last few mornings. You will come to the realization that a place named Siberia DOES indeed exist, and they are sending their frigid air our way.

We are all so fortunate to be living in whatever you call your home, and that we have the heat we need to stay warm as winter fast approaches. But most of us do not burn coal, oil, or wood. We rely on the use of electricity or natural gas to fire our furnaces. So what if something goes horribly wrong? What if your motor burns out, or the fan fails? Or your burner is dirty? What do you do when your home’s temp drops below 55 degrees?

You might need the expertise and service of Top Notch Heating and Cooling owned by Mike Brosseit. Mike is like a few others of us – he has known about his profession all his life because that is what his Dad did.

His father originally owned a gas station, but when they moved to Kansas, an opportunity presented itself and his Dad jumped at the chance to own his own business. So in his formative years, like most, Mike followed along, and, not realizing it, he was learning what would become his vocation in life. He learned about how things worked, what could go wrong, and what was needed to fix them. Mike’s schooling helped him develop managerial skills, so he was ready when called upon to partake in helping manage and run Top Notch.

It seems a lot of their business comes from commercial sales and maintenance.

Besides actively pursuing new accounts, Mike is always busy giving proposals for new equipment or service (a critical part in the business process). He works on both furnaces in winter and A/C in the summer. It is hard to maintain good quality controls on the work they do, but Mike is out there making sure that his clients are getting the best advice they can. They service and replace many rooftop units; he has even had to deliver parts or equipment when needed. Mike said they also do residential services of heating and A/C as well.

They used to do plumbing that would follow along with that they managed, but found they needed to focus on what they do best. They now outsource their plumbing requests to Amber Sewell at Lutz Plumbing. Nice how that works!

Mike said he was hoping for another ice storm to come along – there had not been a good one for quite a few years. When it happens, there is an uptick in generator sales, and that is good news for Top Notch too.

Cont’d Page 3…..
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.

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 Deer Creek CC
Trivia Question:-
Who was the first woman to anchor a TV network evening newscast?

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

Closing your eyes after turning off your alarm is a very dangerous game.

A community of aunts is called annoying. But a real community of ANTS is called a colony.

Con’t. From Page 1……
Each Year the Earth is Getting Warmer – Do You Believe That Today? Brrrrrrrrr……

Besides what you might know is the run of the mill services Mike provides, he gets requests to join a builder or contractor, or even a homeowner in building a nice wine cellar, or a fireplace or outdoor grill and fire pit area. He would have the expertise to connect up gas and run the lines to make it happen.

They also do air duct cleaning, kind of an adjunct to the heating / cooling biz. It is not a huge piece of business, but a nice one.

It is amazing to find out Top Notch has nearly 3000 maintenance agreements with current clients. This is a great way to keep their equipment tuned up and ready, and if something were to go wrong, the agreement helps them save money on maintaining their units.

Mike certainly has proven that hard work and perseverance and doing what is right makes for a very successful business strategy. We are so glad to have Top Notch as a part of what makes Prospectors who we are.
BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Amber Sewell of Lutz Plumbing is looking for donations of school supplies, hats, gloves, and scarves to benefit those children less fortunate that still are in need of the most basic items. For more information, see Amber at the meeting.

Jeremy Stein of Stein Financial Services said he is assisting those needing to make any changes in their insurance coverages for 2017. Now is the time to get this done. Deadlines are fast approaching. Contact Jeremy at 1-727-804-4576 or at the meeting.

Bark! Bark! Bark! Merry Christmas! Don't miss our annual Santa Paws party! From 12pm-5pm on Saturday, Dec. 17th, stop by Pawsitively Perfect for snacks, drinks & pictures with Santa (free with a donation to KC Pet Project!). We will take photos of your fur family and children with Santa and print them out for you to pick up at the shop following the party. All we ask is for donations (supplies or money) for KC Pet Project! Please RSVP to Rick Wolverton so we know how many treats (for people and pups) to have on hand!
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.
# Prospector’s Breakfast Club

**Attendance and Thank You’s**

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<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>Emerson, Bill</td>
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<td>Felton, Dr. Sean</td>
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<td>Foster, Rod</td>
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**Meeting Date:** DECEMBER 8, 2016

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

Flessner, Dave
Giordano, Phil

Goodheart, Alan
Bell, Belzer, Cussen, Darby, Bidson, Hoik, Hutchinson
Mote's, Pickering, Senna, Terstrop, Wagner, Welworth

Hobbs, Derek

Holk, Dan

Holland, Ed

Hutchison, Ed

Kopplin, Mike

Mortko, Sheri
Kathleen, Rick, Keith, Jim, Janine, Erin

O'Bryan, Cliff

Oettmeier, Dr. Bert

Phar, Matt

Pickering, Chris

Rapp, Bryan

Runyan, Joe

Ryan, Pat

Sewell, Karda, Matt, Farr, Mike, Andy, Hugh, Jeremy, Shawn, Wynn, Keith, Steiner, Kathleen, Cussen, Ken, Shelton, Sean, Jim, Phil, Mark, Andy, Zach, Brent, Cliff, O'Bryan, Phil, Giordano
PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

X Shelton, Jennifer
X Steiniger, Ashurst, Herford
X Simpson, Brownie
X Sirna, Richard
X Sirna, John
X Sirna, Richard
X Sirna, John
X Spencer, Neil

Stein, Jeremy

Steiniger, Keith

Steiniger, Keith

Stone, Janet

Terstriep, Janine

Trondson, Chad

Twigg, Brad

Wagner, Leigh

Webb, Tyler

Willkinson, Ann

Wolverton, Rick

York, Kevin

GUESTS

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