



Each Year the Earth is Getting Warmer – Do You Believe That Today? Brrrrrrr.....

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.

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Weekly Newsletter

"In all you say and do, always bring the best in you." by Dan Kahler

www.prospectorsclub.com

December 15, 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 7-9**



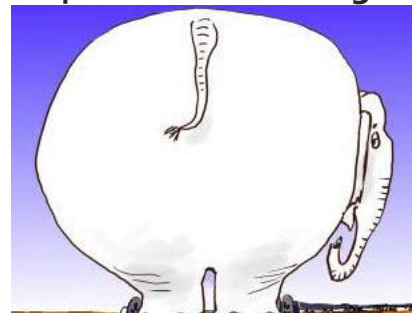
UPCOMING SPEAKERS SCHEDULE

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

**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.**

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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 Meeting Date:- DECEMBER 8, 2016

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

Adams, Linda

Airey, Douglas Pat Beckner, Ann Wilkinson

Ashurst, Chase & Amy

Beckner, Pat Rod Foster, Doug Curry, Ed Hutchinson

Bell, Jim Mike B, Chris P, Dea H, Kathleen C, Rich S

Belzer, Dan Janet Stone, Vanessa Wagner, Jim Bell, Kathleen Cussen
Alan Goodheart

Boehringer, Kevin SIRNA, DOUGLAS, FLESSNER

Bovard, Zach

Brosseit, Mike

Brown, Erin

Cocherl, Stephanie Rod Foster, Mike Darby, Janine T, Vivek Dayal,
Phil G, Rich Sirna, Kevin York, Chris Pickering

Cunningham, Rick Leish We

Cussen, Kathleen Phil, Rich, Rick W, Keith, Alan G, Janine, Chris
Board Dea Creek (Greg & Justin)

Darby, Mike

Dayal, Vivek Cliff OB, Rich S, Dave F, Stephanie C

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Foster, Rod Stephanie C, Janine T, Kevin Y, Jen S, Jim B
Kathleen C, Bert O, Tyler W

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

Flessner, Dave Chris Trondstad, Kathleen Cussen, Neal Spencer, Sean Felton
 Vivak, Chris Schelling, Ed
 Giordano, Phil

Goodheart, Alan Bell, Belzer, Cussen, Darby, Edson, Hoik, Hutchison, Mortko's, Pickering, Sinna, Terstraep, Wagner, Welverton.
 Goodheart, Bruce

Hardin, Das

Hawkins, Darryl

Heriford, Alan

Hipple, Vanesa Amber Sewell, Kathleen Cussen, Janine Turner, Stephanie Cochran, Dan Bestor
 Hobbs, Derek

Holk, Dan DARBY

Holland, Ed

Hutchison, Ed Pat, m. ko, Alan, Janet, Kath Li

Kopplin, Mike

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

O'Bryan, Cliff Kyrin Monk, Vivak DeGoe, Linda Adams, Jim Bell, Amber Sewell, Janet Storc

Oettmeier, Dr. Bert Phil Giordano

Phar, Matt

Pickering, Chris HARDIN, DARBY, SPENCER, SINNA, WICKES, JERRY TERSTRAEP
~~STEVEN BROWN, CECILE SAUNDERS, CADDILLAC, GARDIGRAVE~~

Rapp, Bryan

Runyan, Joe

Ryan, Pat

Sewell, Amber Brad Twigg, Matt Farr, Mike Darby, Rich Sinna, Mike Brusseit, Vanessa Wagner, Keith Steininger, Kathleen Cussen, Jen Shelton, Sean Felton, Sheri Mortko, Alan H., Zach Board, Cliff O'Bryan, Phil Giordano

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

X Shelton, Jennifer Amber Mottko, Hobbs, Sirna, Kopplin,
Steiniger, Ashurst, Heriford
 ✓ Simpson, Brownie Mike Darby, Brian Papp

^{CO-OP} X Sirna, Richard ~~Darby, Goodson, Hurd, Small, Royal, Steger, Mottko, Tuntley~~
^{CO-OP} ~~Stynes, Wolf, Brough, Cussen, Kopplin, Cochel, Wolfson, Good, R. Bessett, Jill Bell~~
 Spencer, Neil

Stein, Jeremy

X Steiniger, Keith Cussen, Sirna, Bell, Brown, Cochel, Brossett, Phac, Sewell, Mottko
 Giordano, Darby, Wolverton

X Stone, Janet Danner, Ed, Day, Amber, Yarkes, Janine

✓ Terstriep, Janine Sheri, Chris, Stephanie, Kevin, Alan G, Rod,
 Vanessa, Amber, Erin, Rich S, Kathleen
 Trondson, Chad

Twigg, Brad

X Wagner, Leigh Sean Felton, Rick Cunningham, Sheri Mottko

Webb, Tyler Zach Board, Kerk Steiniger, Dave Fisher, Rick Cunningham, Kathleen
 Cussen, Bert Ottmeier

X Wilkinson, Ann Doug Green, Pat Becken, Jennie Mottko, Kathleen Cussen
 Janet Stone, Dan Hall, Rick Wolfson

Wolverton, Rick 2016 BOARD, 2017 BOARD, KATHLEEN, KEITH
 SHERI, RICH S, MIKE D.

X York, Kevin CLIFF B, MILLEB, ZACH, MATT B, MILLE D, JANINE, JANET
 RICH, ~~Stephanie C~~

GUESTS

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