



Ready for a Great Start to Another Exciting Year for Prospectors Club in 2017 !!

That's right – Hail to the Chief! Hard to believe we begin another year, this one with Christopher Pickering at the helm. It has become customary to hear a bit of what happened last year, but more importantly, what lies ahead for 2017.

Chris told of us having a new Theme: "There is Strength in Our Numbers". There are two types of Strength: Simple Numbers and Sharing Strengths by the group. Simple numbers are just that – how many people we can get to join the group. He used lions as an example to explain. Lions run in numbers, and they share their skills. Having numbers show strength by hunting in packs.

Then there is Shared Strength: the Female lion hunts for the pride – she's faster, more agile than the male and works better in groups. The Male lions provide protection and security.

Prospectors works in much the same manner. There is Strength in our numbers - we are salespeople for your business - sources of referrals. But we also have Shared strengths: individual members have strengths others might not have - but we can share those for the good of the group. So how do we build these strengths?

We have three goals to keep in mind to accomplish building our strengths:

1. We strengthen what skills we have. We do this by our Meeting attendance, social event attendance, and quarterly improvement topics. Social

events give us a different look at how we interact, under different circumstances. Kathleen picks events that help us learn more about each other.

2. We tap into unique strengths of individual members, like when sitting around the table on Thursdays eating breakfast and sharing about our businesses and our lives.

Your Presentations tell us about your unique skills and experience. We find about your background, your business, and what makes a good referral for you. We will plan on bringing in outside people to help make our networking skills better.

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Weekly Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

January 12, 2017



**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 5*7



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 Stephanie Cocherl, our Membership Chairman a call at 913-266-9314 or email at scocherl@fnbk.com before you visit our group so we can make sure there are no category conflicts with our current members.

Jan. 12 – Health Forum at Deer Creek CC. This is a special discussion with Jennifer Shelton, Sean Felton, Leigh Wagner, and Sheri Mortko – You won't want to miss this week's meeting !!!!

Jan. 19 – Vanesa Hipple of Advanta Clean at Deer Creek CC.

Jan. 26 – Jeremy Stein of Stein Financial Services at Deer Creek CC.

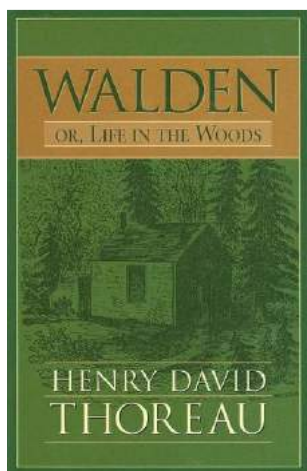
SNOW POLICY REMINDER

As we are now in winter, reminding you that if they call school off for the Shawnee Mission School District #512 on a scheduled Thursday meeting, then we WILL NOT have a breakfast meeting that day. (Stay tuned this Thursday folks.)

Be sure to check with your local TV stations or listen to radio, or go to <http://www.smsd.org/> for the latest news.

Trivia Question:-

Where did the Orient Express end its run from Istanbul ?



QUOTE OF THE WEEK

I Can't Wait to Retire so I can get up at 6 o'clock in the morning and go drive around really slow and make everybody late for work

The work of Henry David Thoreau (great-grandfather of Alan Heriford's wife Lori Therou) subtitled Life in the Woods was called Walden.

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So what are your strengths? By hearing you explain them, we will find out skills you have that we don't even know about. What is in your background that makes you better at your job?

Another way to help strengthen your relationships is to have one on one meetings – how about a 15 minute coffee meeting or a light lunch. Be more direct. Try this one or two times a month with someone you don't know that well.

3. Develop new strengths – meaning how we now can develop Prospectors Club as a brand. We have to have it

mean something – a quality organization with members that provide stellar service to their clients and to other members first and foremost.

We can begin to accomplish this new direction by taking part in social media, using our website and making sure that our biographies there are current and all information is up to date, and if you have a picture or logo, be sure to have it there. If you need help doing this, ask a Board member for assistance.

So if we continue to build our skills, we will maintain our strength in numbers, and expound on strengths we don't even know about yet. We will be building a better brand with our fellow entrepreneurs, and we will show our prowess as a group to be so much better and stronger than a group of individuals.

So here is looking to the beginning of a great path heading into 2017. Thanks Chris for giving us the roadmap to our group's success.

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



Rye Studio Headshots Special - \$150 / \$100

How long has it been since you've updated your headshot? Or for that matter, those employees that work for you? Think it's time to have a portrait that actually looks like YOU! Now is your chance. **Have Chase and Amy Ashurst of The Rye Studio** schedule a session for a special price of \$100 through end of January. You get two images on a disc at about half what they normally charge per image. Give them a call and set up your shoot.

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

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.



Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

Jan. 5, 2017

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

Adams, Linda _____

Airey, Douglas _____

Ashurst, Chase & Amy _____

Beckner, Pat _____

Bell, Jim Alan G, Alan H, Chris P, Keith S, Kyle D, Matt P, Mike B
Pat B, Rich S, Rick W, Tyler W, Zach B

Belzer, Dan _____

Boehringer, Kevin SIRNA, PICKERING, YORK, BROSSA IT

Bovard, Zach _____

Brosseit, Mike Cussen, montko, cocherl, chase, Holk, Bell

Brown, Erin _____

Cocherl, Stephanie _____

Cunningham, Rick _____

Cussen, Kathleen Phil, Rick, Keith, Rick W, Alan H, Joanne, Neil
Brownie

Darby, Mike Mike Brosseit, Erin Boon, Stephanie, Kyle, Ken E, Sean, Rod, Pas i C, Dan Kille
Ch Hutchins, Tyler Webb, Chris P, Anne Sewel, Brownie, Rich S, Keith, Anne W, Ken York

Dayal, Vivek Cliff O B, Rich S, Dave F, Stephanie C

Douglas, Kyle _____

Eckinger, Bill _____

Eidson, Ken Mike Darby, Chris Pickering

Emerson, Bill _____

Felton, Dr. Sean _____

Foster, Rod Stephanie C, Alan H, Chase A, Mike D,
Kathleen C, Bept D

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

Flessner, Dave V. Vek, Chud, Derek, Chris, Brad Twigg

Giordano, Phil _____

Goodheart, Alan ADAMS, EIDSON, FLESSNER, HUTCHISON, MORTKO, O'BRYAN, BELL, PICKERING, SEWELL, SIRNA, TEASTRUP, TRONDSON, WAGNER, WICKINSON, WOLVERTON

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl _____

Heriford, Alan _____

Hipple, Vanesa Bryan Rapp, Ann W. Kerson, Amber Sewell, Mike Brossitt, Alan Goodheart

Hobbs, Derek _____

Holk, Dan _____

Holland, Ed _____

Hutchison, Ed Amber, Janet A.A. Mike Ken

Kopplin, Mike _____

Mortko, Sheri Erin, Amber, Jen, Keith, Rick, Jeremy, Rich, Felice, Alan G, Janice, Leigh, Sean

O'Bryan, Cliff _____

Ottmeier, Dr. Bert _____

Phar, Matt Jim, Zach, Alan H, Bryan R, Das, Erin B, Stephen C, Kim Y, Chris P, Amber Sewell, Mike Brossitt

Pickering, Chris IBERNIA, DAKIN, SPENCER, SIRNA RAPP, BELL, TIERSTADT, STRICKLAND, REIBERMAN, PLONAN, COCKRILL, STEWART, GARDNER, STEIN, GOODHART

Rapp, Bryan Janice + Andrea, Vanessa, Amber, Alan G, Janet, Jeremy, Matt P, Chris, Chad +

Runyan, Joe _____

Ryan, Pat _____

Sewell, Amber Dan Holk, Brownie Simpson, Rick Wolvertan, Keith Steinger, Mike Brossitt, Rich Sirna, Jen Shelton, Mike Darby, Ed the big guy, Janice, Vanessa, Kathleen, Phil G, Sean F, Janet Stone, Alan H, Chase + Amy, Leigh, Matt Farris, Sheri Mortko

Bradlee, Kathleen, Bryan

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

Shelton, Jennifer ~~Ashurst, Felton, Goodheart, Kopplin, Mortko, Sewell, Sirna~~

Simpson, Brownie ~~Mike Darby~~

Sirna, Richard ~~Sewell Wolverton Bessing, Chase & Amy Ball Clin, Plancy Cook Boshyn Stages Mortko Holk Darby Tuesday's Golf Out ED~~

Spencer, Neil

Stein, Jeremy ~~Ty Webb, Shanna Korbler, Erin Brown, James~~

Steiniger, Keith ~~Wolverton, Darby, Mortko, Sewell, Phar, Brown, Sirna Cussen, Heriford, Holk, Tierstrip~~

Stone, Janet

Terstrip, Janine

Trondson, Chad

Twigg, Brad

Wagner, Leigh

Webb, Tyler ~~Mike Darby, Jim Bell, Janet Stone, Leigh Wagner, Jeremy Stein~~

Wilkinson, Ann

Wolverton, Rick ~~AMBER SHERI KEITH MIKE B. JANINE PHAR RICK~~

York, Kevin

GUESTS

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