



The Challenges We Experience as Entrepreneurs is A Lot Like Keeping Track of Spinning Plates

Last week we opened the meeting up to discuss what different kinds of business challenges we each are facing, as every business deals with unique situations that affect them.

We sat at our tables and worked in groups to talk about several issues. The first was what challenges our businesses are facing and the objections our clients throw our way.

It was suggested we think about our pricing, delivery time, a lack of product available, and if we had to substitute one item or service for another. This gave us some guidance to arrive at some conclusions.

We talked of ways to meet a client's objections. Some break down their price to explain it; others told of making sure they have some way to break down the value to determine what price you pay. Others talked about how much you put emphasis on the price of items or services in order to have a level of ease and satisfaction.

We then changed gears and headed into a worst case scenario. What do you do when something heads south? How do you handle it?

If you have a product that was ordered and now is not needed or who knows what happens in today's world, you have options to discount them to that client, or sell them at a discount to just recuperate your costs.

You must when the occasion presents itself make sure you apologize if there was an error on your part. We talked that a verbal apology is much better sometimes than a written one, although both may be necessary to cover a mistake.

And when things get hectic with life and business, you need to stay on top of these issues with your clients in whatever way works for you.

As time was running out, we found the overriding theme here was that the key to

handling any issues with your customers is in communicating and keeping the lines of discussion open. Making sure everyone is on the same page is the best thing you can do to douse the fire before it spreads.

There is much we did not have a chance to talk about – better that we have more to discuss at a future juncture later this year.

Thanks to all for participating.



Weekly Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

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

Feb. 2 – Cliff O’Bryan of Reconciliation Services at Deer Creek CC

Feb. 9 – Tyler Webb DDS at Deer Creek CC.

Feb. 16 – Kyle Douglas of Beautiful Outdoors at Deer Creek CC.

Feb. 23rd – Bryan Rapp of Bryan Rapp Agency AT HIS LOCATION.

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:-

What is the only bird that gives us leather?



QUOTE OF THE WEEK



Ther person who said « Give me liberty or give me death. » was Patrick Henry.

Con't. From Page 1.....

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**. Give them a call and set up your shoot.



Also in February – The Rye Studio is having their highly successful - **Dog Days at RYE Studio!**

The whole month of February. Free session, Free 5x7 with your donation of a bag of dog food that we will give to

the Humane Society of Greater Kansas City.

ALL Fridays and weekends are booked right now, but Monday thru Thursdays are still open.... Contact Chase or Amy to reserve your spot !!!

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.





Martin City Annual St. Patrick's Day Parade and Whiskey Run 5K Race on Sunday, March 12th. Come and reserve your space at Grade A Tree Care to see all the parade action. Mark your calendars now.

Our speakers program schedule has open spaces starting February 30th. If you have not had a chance to speak to the club since Spring 2016, or if you are new and have not presented yet, please contact Ann at awilkinson@fnkb.com. Remember to think of this as a chance to get your business showcased to 50 top business owners in the Kansas City area. What a great opportunity!

This year we will also have a very few special presenters to the club. If you have a special interest, community leaders you would like to hear, or other interests that you think would appeal to the club, please email Ann at awilkinson@fnkb.com with your idea. Thank You.

100

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date: Jan 19, 2017

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

Adams, Linda _____

Airey, Douglas _____

Ashurst, Chase & Amy Chris P., Jen S., Rich S., Erin B., Ann W.

Beckner, Pat Jim Bell, Chris Puckering, Kyle Douglas, Matt Ther

Bell, Jim Chris P., Cliff O., Derek H., Janna T., Kyle O., Matt P., Rick S., Rick W., Zach B.

Belzer, Dan Phil G., Janet Stone

Boehringer, Kevin _____

Bovard, Zach Swell, Steinig, Phas

Brosseit, Mike Kevin B., Alan Amber, Kevin York, Vanessa, Rick W.

Brown, Erin Jeremy - Kathleen - Bronnie - Bryan - Sean - CP - Alan H. Janna - Shou - Mike D - Matt - Keith - Alan G - Ashursts + Kyle

Cocherl, Stephanie Mike Darby, Brian Darby, Brad Foster, Janine, Rick Swin, Chris Puckering, Mike Brosseit, Matt M., Sean Felton, Cunningham, Rick

Cussen, Kathleen Phil, Rick, Keith, Rick W, Dr Sean, Lisa Alan G. Bronnie

Darby, Mike Jenna, Chris, Keith, Ed, Rich, Erin, Mike B, Ken G, Pan Hall, Rod, Sean

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

Douglas, Kyle Erin B., Mike D., Bryan R., Kevin Y., Ann W

Eckinger, Bill _____

Eidson, Ken _____

Emerson, Bill _____

Felton, Dr. Sean Janine, Stephanie, Amber, Mike, Rick C., Kathleen, Alan H., Kevin S., Dave F., Jen, Rod

Foster, Rod Stephanie C., Alan H., Mike K., Mike D., Kathleen C. Chris P., Jen S

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

- Flessner, Dave Chris Pickering, Vicki, Derek Hobbs, Or Seal
- Giordano, Phil Bronnie Simpson, Bryan Rapp
Rich S, Keith S, Rick W, Shelton, Sean & Ryan S
- Goodheart, Alan Bronnie Simpson, Erin Brown, Ken Eidson, Dale Flessner
Mike Kopplin, Sheri Mortko, C. Pickering, Rich Sient, Keith Steiniger
- Goodheart, Bruce _____
- Hardin, Das _____
- Hawkins, Darryl _____
- Heriford, Alan _____
- Hipple, Vanesa Kevin Fall - Mike Brossert, Amber Sewell, Bryan Rapp, Chris Pickering
- Hobbs, Derek Dave Flessner, Jim Bell, Jennifer Shelton
- Holk, Dan _____
- Holland, Ed _____
- Hutchison, Ed Jim & Mike
- Kopplin, Mike _____
- Mortko, Sheri Rick, Keith, Alan G, Erin, Amber, Janine, Jen X2,
Sean, Leigh, Rich, Felice
- O'Bryan, Cliff Vicki Doyle, Jim Bell
- Oettmeier, Dr. Bert _____
- Phar, Matt _____
- Pickering, Chris BJ, HARDIN, BECKNER, SHELTON, FLESSNER, BRONNIE
BELL, SPENSE, DARRYL
- Rapp, Bryan Leigh, Stephanie, Sheri, Erin, Bronnie, Jim, Kyle, Sean
Dave, Rod, Zach, Rick W, Janine, Vanessa, Jeremy, Mark, Chris, Chad
- Runyan, Joe _____
- Ryan, Pat _____
- Sewell, Amber _____

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

- X Shelton, Jennifer Felton, Janine, Darby, Sirna, Kopplin,
Foster
- X Simpson, Brownie Alm Goodheart, Amber Sewell, Tim Bell, Brian Rapp
Kathleen Cussens
- X Sirna, Richard Stevie Darby, Winston Coates, Hank Pickett, David Tierstrip
York Cochran, Cussens, Gredner, Mortko, Wagner, Florence, Galt, Bell
- Spencer, Neil _____
- Stein, Jeremy Erin Brown, Bryan Rapp
- X Steiniger, Keith Wolverton, Darby, Mortko, Phar, Brown, Sirna, Cussens,
Brosseitt, Giordano, Wagner, York, Sewell, Tierstrip.
- Stone, Janet _____
- Terstrip, Janine Joseph, Sean, Erin, Sheri, Rick S, Kevin, Rick
Ann, Jean, Chris, Amber, Keith, Bryan
- Trondson, Chad _____
- Twigg, Brad _____
- X Wagner, Leigh Kathleen C, Sean F, Keith S, Rick C, Tyler W, Sheri M,
Bryan R, Ed H
- Webb, Tyler _____
- X Wilkinson, Ann Chris Pickney, Chase, Amy, Ashcroft, Alan Goodheart, Bryan Rapp,
Tyler Kelly, Quark Hobbs, Gina Tienaris, Kyle Douglas, Dwyer
- X Wolverton, Rick ALAN H, CHRIS, JANINE, RICH, MIKE B, KEITH PHIL
KATHLEEN, SHERI M (2), LEIGH, JENN, SEAN
- X York, Kevin ALAN, JANINE, MIKE D, MATT, ANN W, ALAN H, PHIL, RICH, BILL S, LON E,
DOUG A, MIKE B. X 2, AMBER S, KEITH S, Jeremy, Kyle D, ROSE F, ZACH B

GUESTS

Name	Name of Business	Your Position (owner, sales, etc.)
Jay Alexander	Dark Horse	Owner
KEVIN FULL	ADVANTA CLEAN	?