

## PROSPECTORS BREAKFAST CLUB



## ***When Life's Not Going the Way You Thought It Should, Who Is the One You Need to Talk to First?***



Ever have one of those days that by noon, you know it's not going to end up pretty? You get that awful phone call from your child or your spouse, sometimes crying, sometimes screaming. At least you hear their voice.

After hearing their story and knowing they are OK, what next? You reach for your wallet or purse, and get out your trusted insurance card and give your agent a call. You hope they are there, and they will reassure you that this will all get better. No one knows more about how to handle the many situations that life presents than **Bryan Rapp of the Bryan Rapp Agency, a partner with American Family Insurance.**

One thing we found out about Bryan is that his world centers around the outdoors. He spent long hours visiting his family's farm. He loves fishing, hunting, hiking. Playing with his kids. Riding motor bikes and cycles over the trails and around the farm.

And he has had a love affair with cars since his very early years. He knows their ins and outs; how to drive them, how to repair them, and how to appreciate them. When he graduated college, it was a degree in Auto Technology (with a minor in Business).

His road to the insurance arena took him through auto shops where he learned hands on how to deal with customer service. He also paralleled in the Underwriting Dept. as a claims adjuster. This started him gaining experience and connections in the huge insurance industry. This was fortunate for Bryan who ended up gaining lots of training from the companies he worked for. You cannot take that away once learned.

It wasn't but a few years later a friend got involved in a private agency, and really loved the experience. It was with American Family. He invited Bryan to come talk to them as there were other opportunities presenting

themselves and if it wasn't Bryan, it would be someone else.

Bryan went and worked the auto claims division, taking his expertise and love for autos to a new level. But he later went and worked at a collision repair shop for two years. But, in the back of his mind, he always wanted to own his own business. He heard of an opportunity back at AmFam, and decided it was now or never.

He has since been an AmFam agency owner for 11 years, and has numerous employees helping him build his clientele. From office managers and sales specialists to customer service reps, he is growing leaps and bounds every year.

The Bryan Rapp Agency is a full lines insurance business. They are great to work with, always good, reasonable, fair, and competitive. They always look out for their client's best interests. They service home, auto, life, commercial, and business insurance products. And if they cannot provide you with coverages within the AmFam umbrella, they have a wonderful brokers department that

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## **Weekly Newsletter**

*"There is Strength in Our Numbers."*

[www.prospectorsclub.com](http://www.prospectorsclub.com)

**March 2, 2017**



**WE ARE AT DEER CREEK CC -  
7300 W. 133<sup>RD</sup> 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 6-8**



## 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](mailto:scocherl@fnbk.com) before you visit our group so we can make sure there are no category conflicts with our current members.

**Mar. 2<sup>nd</sup> – Derek Hobbs of GradSpecs at Deer Creek CC.**

**Mar. 9 – Stephanie Cocherl of 1<sup>st</sup> National Bank at Deer Creek CC.**

**Mar. 16 – Doug Airey of Doug Airey Home Care at Deer Creek CC.**

**Mar. 23 – Dave Flessner of Mustard Seed at Deer Creek CC.**

**Mar. 30 – Guest Speaker TBA at Deer Creek CC.**

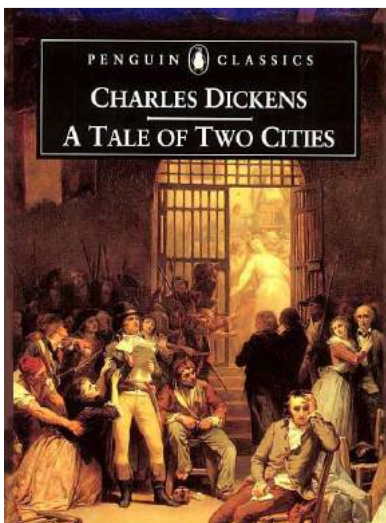
## ***SNOW POLICY REMINDER***

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:-

Who was Richard Nixon's first chief of staff in the White House?



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

have access to other vendors that have the products you need to get you the coverage you desire. (Bryan says this is such a very important part of his business availability.)

### QUOTE OF THE WEEK



The first 6 words of Charles Dickens *A Tale of Two Cities* is « *It was the best of times.* »

Bryan told us how they currently rate home and auto insurance has become steadily more complex. Therefore, they have incorporated lots of training to make sure they are on top of all the latest regulations and processes needed to expedite their policies. Bryan will be glad to quote anyone the costs to transition to his AmFam agency.

We also found he was most passionate about life insurance. In today's world, nothing is certain. Especially your own longevity and fate. There is no reason to play Russian Roulette trying to save a few bucks. You are doing your loved ones a disservice if you have a family or business, and do not have yourself covered. If something were to happen, knowing that they would be taken care of when you're no longer providing is the peace of mind we all need. Bryan said "Please make sure you have it. If not from me, then talk to your agent or another one, but have your life protected."

It has been a great experience to see and hear how Bryan has accepted his role as a provider of peace of mind to those under his umbrella. It is reassuring to know that we have a great resource to call anytime with any question, whether you are a client or not. Bryan will take the time and get you the info and insight you need. Thanks Bryan for serving the club and taking care of us all when needed.

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

## **PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES**



**SAVE THE DATE! – May 21, 2017 – Run for Little Hearts** – Here is a request from **Kyle and Lexie Douglas of Beautiful Outdoors**. Please consider

joining their team, Karson's Crusaders, to support their Super Hero and the local congenital heart defect awareness group. For event details and to register go to: [www.runforlittlehearts.com](http://www.runforlittlehearts.com)



### **Prospectors Outing – Great Music Venue !!**

**Saturday, March 11th** - Ernie Biggs Dueling Piano Bar in Westport. 4115 Mill Street. Doors open at 7pm; Show starts at 8:30pm

\$10 cover (if this changes with our number, I'll let you know).

Saturday specials: \$17 Buckets - \$14 Fishbowls - \$3 House Shots

Please RSVP to [kcussen@hangerskc.com](mailto:kcussen@hangerskc.com) so she can give them our final numbers.





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



Mustard Seed (Dave Flessner) has been nominated for Small Business of the Year. This is the "Mr. K Award" presented by the Kansas City Chamber of

Commerce. This award goes to a company that has shown growth or sustainability of their business with strong employee relations and a record of giving back to the community. In conjunction with this award they're exhibiting at the Candidate's Showcase at Union Station on **Wednesday March 29th from 5:00 to 7:00pm.** Congratulations Dave for your nomination.



***Our Speakers program schedule has open spaces starting March 16th. 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](mailto: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](mailto:awilkinson@fnkb.com) with your idea. Thank You.***



***This week we are voting on three entrepreneurs that have applied for membership. Please make an effort to join us and have your voice count. Come join us this Thursday.***

## Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

2-23-17

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**Adams, Linda☒ Airey, Douglas *Kevin York, Ann Wilson, Mike Davis, Brian/Trek*Ashurst, Chase & AmyBeckner, Pat☒ Bell, Jim *Alfred Bryant, Derek H, Jayne T, Jen S, Keith S*Belzer, DanBoehringer, KevinBovard, Zach☒ Brosseit, Mike☒ Brown, Erin *Jeremy, Kathleen, Jenine, Rich, Bryan, Dr. Felton, Chris P, Shari, Mike Darby, Matt Pham, Keith, Albin G, Amber, Chase Amy, Kyle*Cocherl, StephanieCunningham, Rick☒ Cussen, Kathleen *Rick, Keith, Rick W, Amber, Jan, Tyler, Phil*Darby, MikeDayal, VivekDouglas, KyleEckinger, BillEidson, KenEmerson, BillFelton, Dr. Sean☒ Foster, Rod *Mike D, Stephanie C, Tim B, Janet S**Chris P*

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

☒ Flessner, Dave Chris Pickering & Margo, Neal Spencer, Brownie Simpson  
Kathleen Cooper, Vicky, Chase, Derek Hobbs, Keith Steiniger  
☒ Giordano, Phil Rob & Sherrin Montko, Rich S, Rick W, Alan G, Ann W  
Brian R, Kathleen C  
☒ Goodheart, Alan AIRY, CUSSEN, EIDSON, FLESSNER, MORTKO, BROWN,  
STEINIGER, TRONSON, SIRNA, YORK, SEWELL, WILLIAMSON,  
Goodheart, Bruce WALVERTON  
Hardin, Das  
☒ Hawkins, Darryl CHRISTOPHER P. KEVIN, MIKE B. KEITH, KYLE D.  
Heriford, Alan  
Hobbs, Derek  
☒ Holk, Dan DARYL, STEINIGER, RAY  
Holland, Ed  
☒ Hutchison, Ed ALAN, KATH, TIM  
Kopplin, Mike  
☒ Mortko, Sheri RICK, KEITH, RICH, ERIN, JANINE, AMBER, JEN, FELICI,  
CHRISTOPHER, KATHLEEN, BRYAN  
O'Bryan, Cliff  
Oettmeier, Dr. Bert  
☒ Phar, Matt ALAN H, AMBER, BRYAN, DAS, ERIN, MIKE D, TIM B, KEVIN Y,  
KEITH S, ZACH  
☒ Pickering, Chris MARY, ARIANA, MUSSETT, BECK, BRIAN, HANSEN, SPINER,  
AND IN: CUSSEN, DOUGLAS,  
☒ Rapp, Bryan BROWNIE, JAMES, MATT, SEAN, ALAN G, ERIN, CHAD, TERRY, KARR  
SHERI, TIM, BOB, NEIL, RICK W, DAVE, ZACH  
Runyan, Joe  
☒ Sewell, Amber ALAN H, ALAN G, RICK W, RICH SIRNA, KEITH S, SEAN F,  
SHERI MORTKO, ERIN BROWN, JANINE, JEN S, MIKE BRUSSETT,  
CHASE & ARMY, MATT PHAR, ZACH B, BROWNIE S



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

Shelton, Jennifer \_\_\_\_\_

X Simpson, Brownie Janine T, Kathleen C, Mike D, Bryan R, Amber S

X Sirna, Richard *Giordano Brown Brownie Cussen Monty Washburn Pickering Rother Simon  
Papp Goshart (Indy) Brian Williamson Spitz My Guy Bell David Goshart*

X Spencer, Neil *Dave Flesher, Mike Mellott, Chris Pickering, Mike Darby,  
Bryan Rapp, Volleyball players! Sean Felton*

Stein, Jeremy *Eric Brown, Bryan Rapp, Keith Steinger*

X Steiniger, Keith *Wolverton, Darby, Monty, Stein, Cussen, Brossett, Giordano, Bell, Brown  
York, Sewell, Rapp, Boehminger, Pickering, Paperi, Phar, Williamson, Hawkins, Holk*

Stone, Janet \_\_\_\_\_

Terstriep, Janine *Bryan, Rick W, Rick S, Larry E Kevin,  
Brownie, Mike B. Eric*

Trondson, Chad \_\_\_\_\_

X Tigg, Brad *Kathleen, Chris, Dong, Darryl*

Wagner, Leigh \_\_\_\_\_

Webb, Tyler \_\_\_\_\_

X Wilkinson, Ann *Janine Terstriep, Paul Giordano, Doug King, Alan Goshart,  
John Goshart, Brian Rapp, Chris Pickering, Paul Bell, My Guy Bell*

X Wolverton, Rick *KATHLEEN (3) ICE, IT, SILENT AMBER ALAN IT. JANINE*

York, Kevin \_\_\_\_\_

**GUESTS**

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