

## START HERE!



Stand up at your desk, or stop driving (yikes!). Straighten your area around you so it is neatly piled and organized, or throw your trash in the back seat. Dust quickly. Now sit. Calm yourself. Face north. Breathe. You have just connected with **Robyn Stevens telepathically using the techniques of Feng Shui.** Feel the difference you now

have with your space in the world around you. Your senses tell you how great you feel. Relax. You are now ready to carry on your life totally ready to take on whatever challenges await you.

Robyn's most important view on feng shui – "Don't put your bed in front of the bedroom door because you won't get in."

## Tell Us – Is It Half Empty or Half Full?

The oldest question known to man is still being debated today – is the glass half empty or half full? You would never imagine it, but could a family have been partially responsible for this amazing hypothesis? Seems that the renowned scientist Galileo had a part in answering this query. You see, he had other family involved in his theory that had the last name "Full", and it turns out it was the great, great grandfather of **Kevin Full of AdvantaClean.** So when you hear Kevin looking at your basement "half full" of water, you know he is approaching the situation from the right direction. It's better to be half full than to be



full of it completely. Continued on Page 3.

## French's Mustard and Oscar Meyer Wieners Join Forces – Makes Sense!



Seems as though there is once again excitement in the air as the nation brings back two things that should have never parted ways – the All American Oscar Meyer Hot Dog and French's Mustard. It take a genius, a

person of foresight and planning to have realized how this paring should come to fruition. And doesn't it just make sense this incredible mind is one who knows the power of mustard and what it can do – none other than **Dave Flessner of the Mustard Seed.** But his only misfortune in bringing these two powerhouse companies together for good – is tackling the bigger issue.....



## Weekly Blabberletter

*"There is Strength in Our Biceps."*

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

April 1, 2017

..... how the heck can you get that ever present mustard stain out of your clothes? Is there nothing that can get that stain out? If there was only a good dry cleaner that had the answer to this raging issue (**Kathleen Cussen of Hangers Cleaners!!**)



Dave says "Let it be known throughout the land – If I were an Oscar Meyer wiener, everyone would be in love with me!"  
Continued on Page 3.

## From Darkness to Light: Fresh New Novel Tells Story of Hope and Healing

Seven years have passed since the First Stage of the Prophecy of the Light Horse was fulfilled with the miraculous birth of Soter, Son of the Great Horse. Now, Soter leaves His herd to begin His mission to achieve His ultimate destiny: redeeming the cursed equines from enslavement to Abaddon the Dark Horse.



Thus a new story begins with the birth of the rising **Dark Horse, Jay Alexander of Dark Horse Applicants LLC.** Jay befriends seven young stallions and appoints them as His first of followers, His apprentices. He then travels across the Great Plains, teaching the Mustard

herds the Wisdom of the Divine Ones and performing miracles of healing and restoration. But not everyone is convinced that Jay is the Dark Horse. As conflicts of opinions rises among the herds, Jay's seven friends are about to discover that there is more to the Prophecy of the Light Horse than they've even realized. And such is his story told in the book, **"Light Horse, Dark Horse"**. (Actually – a real novel - Amazon).  
Continued on Page 3.

This has absolutely nothing to do with anything that we are talking about, but it is nice to make sure that we as a group are supportive and uplifting to those that need it.



## KU Integrative Medicine Succumbs to Pressure from FDA

It didn't take much for foodies to have an effect on how we think and eat in today's world. Forget health! It's all about flavor, fat and calories. And you too can now jump on the band wagon. **Leigh Wagner of KU Integrative Medicine** is changing the way they educate their clients. Their new focus is BACON. That's right – pork bellies, crisp, salty, lean and fat.



They have found the true benefits of bacon. It makes everything taste great! And you can put it on everything. From breakfast to late night snacks, bacon is where it's at.

They will be holding their first cooking class on April 1<sup>st</sup>, and there are a limited number of slots available. If you do sign up, be sure to bring tongs and a cattle prod. These are because **World Champion Bacon Enthusiast Ricardo Wolverton** will be heading the list of participants, and you will be lucky to even have a chance at enjoying any bacon at all. So you can reach Leigh at her new number – 1-800-BACONATOR. Continued on Page 3.

## Newest Member Creates Enormous Confusion Among the Club



**OK, we just don't quite get it.** There's too many adjectives and nouns that make up this new guy's business

description. **Matt Paperi of Device Pitstop !!** What does he REALLY DO? Does he sell PAPER and floor mats? Or is he an amateur race car driver that makes too many frequent pit stops when he heads to the tracks on Friday or Saturday nights?

You tell ME what he does! OK, I think I got it. He races around the city making sure pit BBQ joints have enough PEPPER to spice up their delicacies. No, maybe his grandkids just like calling him Pappy, and that's how it happens.

Or could it be he's just a very "divisive" person, and only cares about fixing the problems when it come to the world of electronics and communications. A daunting task for anyone to do. Good thing he has the savvy to prove it. Continued on Page 3.

## Veterinarian Captures the Moment – Everyone Craving Live Easter Bunnies

You've heard of those individuals that set themselves up for failure by raising hundreds of cute, adorable puppy dogs that literally everyone falls in love with.

Well, ladies and gentlemen, guess what? Easter is just around the corner, and who better to catch the craze that is sweeping the country than to be ready to crank out some of the cutest and loveable creatures known to man – that's right – the beautiful Easter Bunny! You too can own one.



Brad Twigg says business is hopping – literally – all the way to the bank. Head to the Country Club Plaza and watch Brad pull a rabbit out of his hat. Continued on Page 3.



Can't he just let it go?  
OK - I GET IT! I won't do it again (or at least I won't GET CAUGHT!)

Sheri - I'm just thinking.....  
He better watch his step because you know what they say - paybacks are hell !!



Here's hoping this inspires each of us to take life a bit less serious, and try to fool or prank a friend or family member. May each of you have a memorable April 1<sup>st</sup>. Special thanks go out to those who are thick skinned:- Robyn Stevens, Kevin Full, Dave Flessner, Kathleen Cussen, Jay Alexander, Leigh Wagner, Rick Wolverton, Matt Paperi, Brad Twigg, Sheri Mortko, and Erin Brown.

**As Spring Approaches, It Gives Us Cause to Remember How One Small Seed Brings So Much Abundance to All.**

Many of you have probably not met a more interesting and unique entrepreneur than our speaker last week. And we mean that all in a good and amazing way. It takes a special person to grow and learn from experience in order to form a more perfect business model. And last week we began to better understand how those lines are drawn in the sand. The one responsible for growing opportunities in mastering one's skills at helping businesses realize true growth is **Dave Flessner of Mustard Seed.**

Dave's journey to starting the Mustard Seed takes a path that leads him through a very rooted upbringing in central Illinois. He learned from an early age how hard work and patience will take you so far in life. Being outdoors gave him a true appreciation of nature even to this day. He loves cycling, hiking, golf. He also enjoys experiencing his love of food and cooking, but his true passion is one you may not think is Dave – deep down his love of rock and roll music manifested itself in him being part of a rock band in his younger days. His love for music is still there every day.

With an Electric Engineering degree, Dave has held positions as a video engineer to working for Sony programming and selling Jumbotrons to major sporting organizations, and working with the US Air Command. A move to Detroit took him to assist in the design and manufacture of automobiles.

His skills grew in the HD Video fields as that arena permeated on a grander scale. Using this amazing technology helped Sony save time and dollars for their clients but skyrocketed them into the world we know today. And he used this technology to help Proctor & Gamble shoot commercials that saved the company upwards of \$10 million.

His new visions brought him and his family to Kansas City as he began to answer to the needs of companies that had much different problematic issues. He could see a path to something much bigger and more special than he ever could have imagined.

The creation of his company Mustard Seed allows him to serve his clients needs by keeping his pipeline of prospects full, and maintaining a competitive edge. An ideal client for Dave has had past successes with a product or service, are looking for more consistent sales results, or where the owner is trying to do it all.

In the path from marketing to selling to delivery, Dave has adapted in helping grow and manage the sales portion of the process allowing the owners and managers do what they do best – grow the business. This happens by prospecting clients, developing leads, and doing this with a dependable CRM (customer relationship management system).

Therefore it becomes a more efficient and effective business model.

*Con'td on Page 3.....*



**Weekly Newsletter**

*"There is Strength in Our Numbers."*

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

**April 1, 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. 30 - Guest Speaker Mary Jean Billingsley of Lasting Impressions – at Deer Creek CC. Come learn about Business Etiquette Thursday!!**

**Apr. 6 – Ann Wilkinson of First National Bank at Deer Creek CC.**

**Apr. 13 – Rich Sirna of Sirna Bros. Hauling 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 won the Pulitzer Prize for his novel**  
**The Grapes of Wrath ?**



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

Dave is looking for referrals like companies that have fluctuations in sales, are looking to expand into new markets, ones that want or need to leverage their successes, or lastly, an owner that is looking to diversify into a new business venture.

His explanation and examples he used to point out what he does and how he does it makes it much clearer to us all.

He reminds us the one thing we must not forget – “One small seed produces abundance.” The true message that drives The Mustard Seed

**QUOTE OF THE WEEK**

**SO IT TURNS OUT THAT  
BEING AN ADULT IS  
MOSTLY  
JUST GOOGLING  
HOW TO DO STUFF.**

The abbreviation p.m., as in 5 :00 p.m. stands for post meridiem.

forward each and every day. Thank you Dave for bringing fresh ideas to those of us that listen and learn. Your knowledge is invaluable.

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

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**Prospectors Volleyball Beach Club meets this coming Monday, April 3rd – at 6:15 pm; players there 30 minutes before!! And every Monday after that at the Volley Ball Beach facility located at 13105 Holmes Rd, Kansas City, MO 64145. Volleyball players, we'll see you there, and any other PBC members can come to support the crew!**

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



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.



Cliff O'Bryan representing Reconciliation Services is announcing his organization's yearly fundraiser called the **Troost Jazz and Soul Experience** on

**Friday May 19<sup>th</sup> at the Arvest Bank Theatre at the Midland.** Tickets and Sponsorships are available for this great event and cause. Please see Cliff O'Bryan for information and forms to become a sponsor or purchase tickets.



**14<sup>th</sup> Annual Phoenix Family Foundation Un-Gala Event – Friday, May 19<sup>th</sup>.** We have a table for 10 reserved under the Prospectors name. Looks like we already have 4-5 coming. Location is at Bartle Hall, starting @ 5:30pm till 11:00. Mike Darby and Chris Carle, co-owners of Coach's Bar & Grill, are the honorees this year. Tickets are \$175 per person and includes food, drinks, and valet parking. If interested, contact Ken Eidson @ 913-558-6168.



**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)



How about taking a Prospectors Club Cruisin' Vacation!! Interested? Let Ann Wilkinson know you are and get on the list for a great package deal coming up later this year.

***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.***

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date: MARCH 23, 2017

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

Adams, Linda

Airey, Douglas Brian WPA

Alexander, Jay Chris P., Stephanie C, Mike B, Cliff Obryen.

Ashurst, Chase & Amy

Beckner, Pat Kyle Douglas, Derek Hall

Bell, Jim Chris P, Cliff O, Doug A, Jay S, Jeremy S, Keith S, Rich S, Rod O

Belzer, Dan Rick Wolventon, Phil G, Alan Herford, Kathleen Casson

Boehringer, Kevin

Bovard, Zach Matt Phar, Steph, Ed, Keith, Matt, Emerson Amber, Kevin

Brosseit, Mike

Brown, Erin Jeremy, Amber, Kathleen, Janine, Rich, Bryan, Dr. Felton, Chris Pickering, Shari, Mike Darby, Matt Phar, Keith, Alan G, Alan H, Dr. Twigg, Ed, Mike Koppke

Cocherl, Stephanie Rod, Mike D, Janine, Chris, Keith, Jim Bell, Alan Goodheart, Rich Sima, Rick Wolventon, Ken Eidson, Mike B, Kathleen, Zach, Matt Phar, Matt Paperi, Jay, Kevin

Cunningham, Rick Alan He Kevin O, full Alan Herford

Cussen, Kathleen Phil, Rod, Keith, Rick W, Sean, Ann, Dave, Cliff, Ken

Darby, Mike Eric Brown, Frank, Kyle, Rod, Parker, Ken Eidson, Dr. Flosser, Das, Dan Holt, Shari (Lark), Scott, Chris Pickering, Amber Sewell, Keith, Rick, Kevin

Dayal, Vivek Cliff O B, Ricus, Dave F, Matt, Stephanie K, Dr. Twigg, Chris P, Mike Caplan

Douglas, Kyle

Eckinger, Bill

Eidson, Ken Mike Darby, Stephanie Cocherl, Kevin York, Chris Pickering

Emerson, Bill

Felton, Dr. Sean Eric Brown, Stephanie Cocherl, Zach Sean, Shari, Mother, Julie Adams, Mike Darby, Dave Flosser, Amber Sewell, Alan Herford, Michael, Phil G, Kathleen Casson, Leigh Wagner, Kyle Douglas, Kevin York, Bryan Koppke



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

Flessner, Dave Rich Cunningham, Vivik, Kathleen, Derek, Alan G

Foster, Rod Christopher P, Sam Ball, Stephanie C, Tim B, Burt O, Mike D, Chris P

Full, Kevin Stephanie Cochran, Mike Prosser, Amber Sewell

Derek, Zach B

Giordano, Phil Rich S, Rick W, Susan M, Kathleen C, Sean F, Ed

Goodheart, Alan ADAMS, CUSSEN, HUTCHISON, SILWA

Goodheart, Bruce

Hardin, Das Sean F, Mike D, Alan H, Chris P, Matt P, Burt O, Jans, Ed Ho

Hawkins, Darryl KYLE P, BRAD T, CHRISTOPHER P, KEVIN Y, MIKE B, CLIFF O

Heriford, Alan

Hobbs, Derek Jennifer Shelton, Dave Flessner

Holk, Dan DARBY, GOODHEART, STANWELL, WEBB

Holland, Ed

Hutchison, Ed Tyler, Ken, Mike, Allen

Kopplin, Mike Alan Herford, Chris Ackerly, Rich Silwa, Vivik, Ken Edson, Erin Brown, Sam Belzer

Mortko, Sheri Janine, Alan G, Jen, Sean, Neil, Erin, Pelici

Rich, Rick, Keith, Mike D.

O'Bryan, Cliff

Oettmeier, Dr. Bert DAS Hardin, Mike Darby, Rod Foster

Paperi, Matt

Phar, Matt Rick W, Alan H, Amber S, Chris P, DAS, Erin B, Tim B, Keith S, Kevin Y, Zach, Stephanie

Pickering, Chris DARBY, HARDIN, DAYAL, SPENSER, BELL, STANWELL, BRUSSEIC, FOSTER, COPPIN, ADAMS

Pickering, Margot

Rapp, Bryan Zach, Doug, Matt Paperi, Phil, Rick W, Neil, Keith, Chad, Erin, Ken, Chris, Brown, E, Tera

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

- \_\_\_ Runyan, Joe
- X Sewell, Amber *Erin, Sean, Zach, Rick, Keith, Rich, Kevin, Matt, Phat, Mike B, Cliff*
- X Shelton, Jennifer *Bill, Hobbs, Marko, Pickering, Sirna, Wilkinson*
- X Simpson, Brownie *Jamie, Alan, Mike, Kathleen, Bryan*
- X Sirna, Richard *Sewell, Steyn, Cussen, Upchurch, Giordano, Rappin, Coohet, (Huffs), Marko, Brown, Richard, Bell, Napp, Coach, York, Twister*
- X Spencer, Neil *Darby (X3) - HAWKINS - MOREK - PICKERING - RAPP - SEWELL - SIMPSON*
- \_\_\_ Stein, Jeremy
- X Steiniger, Keith *Bug Guy, York, Paperi, Felton, Cocherl, Bell, Twigg, Sewell, Phat, Pickering, Brown, Giordano, Cussen, Sirna, Marko, Darby, Wolverton*
- \_\_\_ Stone, Janet
- \_\_\_ Terstriep, Janice *Matt Paperi, Stephanie, Kathleen, Sheri, Kevin Y, Kyle D*
- \_\_\_ Trondson, Chad
- X Twigg, Brad *Vivik, Erin Brown, Sean Felton, Rich Sirna, Rick W., Amber*
- \_\_\_ Wagner, Leigh *Sean Felton, Brad Twigg*
- \_\_\_ Webb, Tyler
- X Wilkinson, Ann *Alan Giordano, Jennifer, Keith, Rich Sirna, Janet Stone, Kathleen, Cussen*
- X Wolverton, Rick *ED HOWARD, KEITH, SHERI M (2), PAUL G. KATHLEEN, DAVE F., RICH S., RICK C., DAN B., MIKE D.*
- X York, Kevin *RICK C., DAREL H., MATT Paperi, Matt Phat, Mike D, Mike B, Jamie, Ken E, Zach B, Mike B, Sean F, Stephanie C, Alan G, Keith S.*

**GUESTS**

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