



Find a Need and Solve a Problem. It Can't Get Much Easier Than That.....

Every week is a new story to be told. And last week was no exception. We heard from our newest member who makes his presence known when he enters a room. But at 6 foot plus, what do you expect? His Italian heritage (100%) comes into play immediately. "Ciao! My name is Matt PAPERI of Device Pitstop!"

One never knows what to expect when hearing the start of a member's bio and history. What we heard from Matt tells a lot about who he is and what he stands for.

I think we now know that family is number one in his life. He comes from a large family that came from a middle class environment and never knew that he wasn't rich in money, but it turned out he was far richer in friends, family and his business partnerships. Just listen to Matt weave a tale about family or cousins, and you will be laughing for hours.

Matt explained he is proud to have graduated from elementary, middle, and high school. He tells of how he took his life experiences and decided to create his own path to success. You see, from a very young age, he developed a passion – a love of fancy fast cars. His father was a big car guy and he learned a lot from him, and this has become one of HIS passions. In order to finance this passion, he started doing jobs at a very early age. That is why he decided to forego college in order to keep earning a fair living.

Matt wanted us to clearly understand how he got to where he is by telling his work history to us. He has done different jobs, like selling cellular phones and was in the wireless business for over 30 years. But he never wants to have eggs in just one basket – not fun for Matt. Because of his size, when younger, he was a bouncer in bars and learned the liquor business. He had a Limo business, a tanning salon in Michigan with his sister and sold contracts for cellular in the late '90's with a company called Asurion til 2015.

He later partnered with a friend who they frequently talked about how they could capitalize on his knowledge of the bar and liquor industry, and they developed Phone Apps for the drinking and purchase of wine, beer, bourbon, coffee, and now weed.

He also partnered with his brother who invented a process to help restore the headlamps on big wheel trucks to their original clarity. Brilliant!

His wife of 27 years has a Home Décor and Gift boutique off 151st St. And he along with Chase and Amy Ashurst have partnered in a clothing line called KC Proud. He sold his interest in the cellular business and took that funding to become part of Device Pitstop, a tech company business that serves anyone or any company that has a need to repair their damaged electronic devices (anything) and try to save your company money.

And if they are not repairable, they also buy, sell, or trade what items they know they can handle. And they do this with lots of individuals, but are not targeting the business to business marketplace yet.

His wife has purchased an event space in an older historic home in Olathe. He has a My Saver Savings card program with hundreds of national companies on board to save people tons of cash!

And since acquiring Device Pitstop, he has been doing literally thousands of phone repairs with replacement parts. He has developed a relationship in the Pacific Rim, and now imports those parts he needs to do repairs, and has become a source for other device repair companies across the US.

Cont'd on Page 3....

PROSPECTORS CLUB
The Business Building Network

Weekly

Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

June 8th, 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

**ALL 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.

June 8 – Special Speaker – Joe Reardon – KC Chamber of Commerce at Deer Creek CC.

(We'll be charging \$15 on next month's dues for each guest attending.)

June 15 – Sheri Mortko of Live Like You Mean It Life Coaching at Deer Creek CC.

June 22 – Matt Phar of Paydayz Payroll and Human Resources at Deer Creek CC.



Trivia Question:-

What is the highest city of altitude to have hosted the Summer Olympics?



QUOTE OF THE WEEK

Do
ONE THING
THAT
SCARES YOU
everyday.

ELEANOR ROOSEVELT

The sparkling French wine best served between 41 degrees and 45 degrees Fahrenheit is champagne.

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

So what is Matt's advice to become successful – "Get up every morning and love what you do!" He says that referrals are key to making a go of it. Get to know as many people as you can, show them you do great work for a fair price, and they will find a path to your door.

His short term goal is to expand his footprint in KC to maybe 6 stores in KS and MO. He wants to serve more individual clients on a daily basis, grow into his B2B (business to business) segment, and be able to approach both private and public schools saving them dollars by repairing their equipment rather than replacing it. (Ex. – OPKS Chamber he learned was throwing their computers out; he approached them and are now saving them hundreds if not thousands!)

And who is a good referral for Matt? Anyone that has a smart phone or computer. So, that leaves us knowing that with all the damage being done to smart phones today (\$29.5 Billion was spent on repairs in 2016), there is nowhere to go but up for Matt and his business plan. Next time the need arises or you hear someone with computer or

phone issues, have them give Matt or his crew a call – you won't be sorry you did. Again Matt, Welcome to the great world of Prospecting!



dp **DEVICE PITSTOP**
OVERLAND PARK

BUY | SELL | TRADE | REPAIR
Laptops, Desktops, Tablets & Smartphones

7113 W 135th St, Overland Park, Kansas 66223 | 913-703-5515 | devicepitstop.com

REMINDER – 40TH ANNIVERSARY CELEBRATION VIDEO

PLEASE – If you have ANY pictures that are eventful, funny, or share a great memory of Prospectors, PLEASE send them to Alan Goodheart **NO LATER THAN JUNE 15TH**. We need you to take 10-15 minutes of your time and send them. Otherwise we will have a very short video to view.

Here's who signed up to video tape this week (June 1st) –

- Derek Hobbs
- Rich Sirna
- Rod Foster
- Phil Giordano
- Sean Felton
- Ken Eidson
- Chris Pickering

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

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Prospectors Volleyball Beach Club meets on Mondays – at 6:15 pm; players there 30 minutes before!! 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!

PROGRESSIVE DINNER – NEW DATE TO BE ANNOUNCED SOON - If you wish to host appetizers and cocktails, the main course, or desserts, please contact Kathleen Cussen.



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

SEE NEXT PAGE.....

Summer – T-Bones Game – Family friendly event – date to follow.



Reserve the Date: October 6th – PBC Annual Golf Tournament at Deer Creek CC.

LAST WEEK TO SIGN UP FOR CRUISE TRIP!

PROSPECTOR'S CLUB CARIBBEAN CRUISE TO CUBA SEPTEMBER 4-8, 2017



4-Day Cuba (Overnight) & Bahamas from Miami

Norwegian Sky is the largest U.S. cruise ship offering cruises to Cuba.

The only cruise line offering 4-day cruises that also overnight in Havana, with an All-Inclusive experience including unlimited drinks.

SHIP Norwegian Sky

Book
SHARE

The door to Cuba's soul, Havana captivates with its larger-than-life culture, sultry rhythms and weathered beauty. Take a relaxing stroll along the evocative Malecón, the quintessentially Cuban thoroughfare and get lost among the Baroque facades and colonial cobblestone streets of Old Havana. Enjoy traditional Cuban fare such as moros y cristianos (black beans and rice) and ropa vieja (shredded beef). Visit the grandiose Capitolio Nacional and explore the world-class art collection at Museo Nacional de Bellas Artes, which showcases everything from colonial-era paintings to countless masterpieces from Cuba's famed Vanguard period. Enjoy a friendly game of dominoes with the locals. Sip a daiquiri at Hemingway's favorite haunt, El Floridita, happen upon a live jazz group and simply savor the eclectic moment in this unique corner of the Americas.



FRIDAY DONATION CLASS!

ALL PROCEEDS GO TO THE LEUKEMIA AND LYMPHOMA SOCIETY!



Jennifer and Carter will be climbing Mt. Kilimanjaro this summer! In addition to training, they are raising funds for the Leukemia and Lymphoma Society to bring awareness, and one step closer to a cure.

Please join Jennifer for a couple Friday evening yoga classes and donate to a wonderful cause:

June 16th 5:30-7:00pm

Mark Blanchard Progressive Power Yoga Studio

3665 West 95th Street,
Overland Park, KS 66206
Ranch Mart South Shopping Center

If you can't make it to these classes, you can still donate by visiting the following site: <http://pages.teamintraining.org/vtnt/mtklmjr17/JSheltonzyu>

Call Jennifer Shelton, 913-927-1113, if you have any questions.

Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

June 1, 2017

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

X Adams, Linda Chris, Sean, Don Tyler

X Airey, Douglas Amber, Selma, Ed, Howardson

X Alexander, Jay Janine Terstrip, Matt Paperi

X Ashurst, Chase & Amy Ann W, Keith S, Matt P, Phil G, Erin B, Sheri D, Chris P, Jim B.

X Beckner, Pat Jim Bell, Matt Phal, Keith S, Kyle Douglas

X Bell, Jim Alan H, Anika S, Chris P, Don H, Kathleen C, Kyle D, Matt P, Rick B, Rick S, Rick C

Belzer, Dan

Boehringer, Kevin

X Bovard, Zach Phar. Hutchinson, Sewall, Webb, Papp, Terstrip, York

Brosseit, Mike

X Brown, Erin Jeremy, Sel, Alan G, Alan H, Ann, Kathleen, Janine, Sirna Bros, Chase + Amy, Bryan Pickering, Sheri, Mike Darby, Matt Phal, Keith, Amber,

X Cocherl, Stephanie Chae, Janet, Janine, Rod, Chris, Zach, Dr. Sean, Rick, Dr. Twigg, Dr. Brad Twigg, Ken Eidson, Keith Steiniger, Dave + Cindy

X Cunningham, Rick Phil G, Ken E, Matt P, Sean Fy

Cussen, Kathleen

X Dayal, Vivek Cliff OB, Rick S, Kevin B, Janet S, Chris P, Derek H, Dr. Brad Twigg

Douglas, Kyle

Eckinger, Bill

X Eidson, Ken Alan H, Sel, Ann Hutchinson, Chris Pickering, Don H, K, Don Hardin, Ed Hutchinson, Janine Terstrip, Keith Steiniger, Kevin York, Mike Kaplan, Rick + Bill Siray, Rick Cunningham, Janet, Steve, Mike BARD

Emerson, Bill

X Felton, Dr. Sean Stephanie, Matt, Dave, Phil, Arbrody, Rick C, Sheri, Rick, Carol Jay, Linda, Amber, Alan H, Neil, Kathleen

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

Flessner, Dave Kevin Full, Derek Hobbs, Jay Alexander, Sam Galto
Vick

Foster, Rod _____

Full, Kevin Amber Sewell, Miles Brassett, Neil Spenser, Dave Pleasor,
Matt Pappi

Giordano, Phil Rick W, Rick S, Daz & Cindy, Kathleen C Sheeri, M
Keith S, Rick W, Alan H, Matt F, Brad J, Sean F, Matt P, Ed

Goodheart, Alan RICK W, SHERI M, ED H, KEITH, RICH
CHASE, LINDA

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl _____

Heriford, Alan _____

Hobbs, Derek Jennifer Shelton, Lisa Dlesner, Matt Pappi, Vonda Dwyer

Holk, Dan CHASE ASHVEST, RICH WOLWASTON

Holland, Ed _____

Hutchison, Ed Rick Allen & Chris, Matt Dorr, L. Stapp

Kopplin, Mike Rick S, in, Coach Sewell, Alan Heriford
Kevin, Julie, Kent, Lynn

Mortko, Sheri CHASE, JERRY, RICK, KEITH, RICH, ERIN, JANNINE, JEN,
TELLA, KATHLEEN, ALAN O, DR. SEAN, KENDY, CHRIS,

O'Bryan, Cliff _____

Oettmeier, Dr. Bert _____

Paperi, Matt CHRIS, KEITH, BRYAN, KYLE, NEIL, KEVIN, DEREK
RICK, PHIL, ROD, CHRIS, STEPHEN, KATHLEEN, LINDA, ED, ZACH

Phar, Matt Alan H, Amber S, Ann W, Das x2, Sam, Tim B
Kevin V, Pat B, Rick W, Tamt, Zach

Pickering, Chris _____

Pickering, Margot _____

Rapp, Bryan _____

Mike D
Mike D
Mike D

Keith S

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

Runyan, Joe _____

Sewell, Amber _____

X Shelton, Jennifer ~~Ashurst, Felton, Hardin, Hobbes, Kopplin,~~
~~Montko, Sirna, Steiniger, Wagner, Wilkinson~~

Simpson, Brownie _____

~~Rayl Elton, Gudrun~~

X Sirna, Richard ~~Coach, Winton, Brown, Sewell, Spencer, Bell, Trentors, Ed,~~
~~Waspner, Edison, Hank, Pickering, Rancee, Cussow, Stuber, Cochran, Montko, Replin~~

Spencer, Neil _____

Stein, Jeremy ~~Keith Steiniger, Steve Markura, Eric Brown, Bryan Rapp, Janine~~

X Steiniger, Keith ~~Wolverton, Sirna, Tussow, Giordano, Pappari, Goodheart, Montko,~~
~~Ashurst, Pickering, Phac, Darryl, Shelton, York~~

X Stone, Janet ~~Edy (Ann) (2), Coaches, Kevin, Mel (2), Carolann,~~
~~Cochran, Prospector Group, Past Students - (2)~~

Terstriep, Janine ~~Alan H, Matt Pappari, Jay A, Steph, Erin, Sheri,~~
~~Jonda, Jan, Zack, Terri, Phil G, Tyler, Rick S~~

Trondson, Chad _____

X Twigg, Brad ~~Sean Felton, Rick W., Chris Pickering, Rick S., Junine,~~
~~Dan, Phil, Keith, Stephanie, Sherri, Erin~~

Wagner, Leigh _____

Webb, Tyler _____

Wilkinson, Ann _____

X Wolverton, Rick ~~EO ALAN H. KEITH SHERI JEREMY DAN,~~
~~RICH DR. TWIGG ALAN G.~~

York, Kevin _____

GUESTS

Name	Name of Business	Your Position (owner, sales, etc.)
Kerry Fremerman	Center for Classical * Reproduction	Owner