How often have we heard the same scenarios this past year of members having success in their endeavors because of the comprehensive upbringing they experienced? It proves again this past week that humble beginnings lead to greater successes.

It was someone growing up in urban St. Louis who described how today he has a love of the land where he lives because of the hard work he put in as a youngster. Keith Steiniger of Proforma IDology was never a stranger to what it takes to be successful. He watched his father and brothers along with himself, even though he was a “city boy”, he was humbled by working on a family farm in his younger years. It taught him that ethic, and a tolerance and love of what the land can give to you.

Keith also developed his leadership skills and ability to work well under pressure situations by playing soccer and baseball. He to this day LOVES soccer, and was recruited by Rockhurst College to play there, and was a 2-year Captain of the team, then unheard of.

He graduated just when so much was happening in the telecommunications arena. With deregulation it was like the Wild West! He started by selling equipment, moved to reselling long distance time, and eventually entered the wireless age, first with what they called pagers (wireless messaging), and progressing to the earliest form of today’s cell phone service.

He calls himself a corporate refugee (it wears on you the longer you are in the game). All along, he was acquiring his management skill set, and how to deal with clients to best serve their needs.

It was in 2003 after surviving past September 11th attack that he got involved with Proforma. This was a franchise opportunity to access his clients everything from office supplies to printing and promotional marketing services. It began humbly in his basement. In 2005 he bought out former PBC member John Mehlin’s printing business, and the empire begins to grow. Proforma IDology is a business that allows YOU to represent yourself or your company to your clients in the best light possible, using a virtually endless array of products that can be customized with your message or logos.

Three years later Keith shut down the printing operations because it was draining him financially and mentally. He still has customers today from that business.

He is there to help solve your marketing issues in so many ways. Keith asked – “What do you need done? And what can I do to provide that?” What is so amazing is that he is available to handle everyone’s needs – from a single entrepreneur in a sole proprietorship to a large nationwide franchise company using ecommerce and fulfillment programs. Proforma has that capability to serve them all.

And he works so hard to continue building those relationships. His suggested referral is anyone who owns or manages a business and needs help taking it to the next level. He also keeps his ear to the ground for other distributors of similar promo products that are retiring or wanting to sell their business. He looks for any opportunity to add to his client base.

What Keith stressed to us is how confident he is when he promises you he can deliver what you want on time, because of the trust he has developed with all his vendors. If there is an issue, he knows they will cover his back side and make it right.

This alone allows him to rest easily at night.

So if the occasion arises when you need to make your business stand out from the rest, or for many other reasons, let Keith and Proforma IDology take the lead and make things happen. Thank you Keith like so many others in this club for your expertise, your service, and your love of giving back to help make a difference.
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.

July 13 – Amber Sewell of Lutz Plumbing at Deer Creek CC.

July 20 – Jay Alexander of Dark Horse Applicants LLC at Deer Creek CC.

July 27 – Leigh Wagner of KU Integrative Medicine at Deer Creek CC.

Aug. 3 – TBA

Aug. 10 – TBA

Aug. 17 – NO MORNING MEETING
- After Hours Event – 5pm to 7pm
- Offsite Event at JoCo Arts and Heritage Museum, 8770 Metcalf Ave. (old King Louie alley)
**Trivia Question:-**

What was Rhoda’s maiden name in the “Mary Tyler Moore Show”? 

**QUOTE OF THE WEEK**

*IF YOU WANT SOMETHING YOU’VE NEVER HAD, THEN YOU’VE GOT TO DO SOMETHING YOU’VE NEVER DONE.*

Sitting Bull’s right-hand man was none other than Crazy Horse.

*Con’t. From Page 1.......*

None here this week.....
BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

Doug Airey of Doug Airey Home Care is looking for an additional helper / handyman / assistant to work alongside him with his home repair business. If you know of someone that has those skills, please pass along your information to them or give their name to Doug and he will follow up.

Follow Coach Jen and husband Carter on their journey to climb Mount Kilimanjaro in Tanzania, Africa. Watch Inside PBC on Facebook. If you are not a member of this closed group, let Sheri Mortko know you want to join, and she will get you included. We post lots of great information there that goes only to Prospectors members, no one else.

Filming for the Prospectors 40th Anniversary event continues each Thursday through July 13th. If you can stay this Thursday, we will try and get as many as possible thru the process. We appreciate taking your time to tell us “What Does Prospectors Mean to Me?”

Prospector Foodies Club – Check out Facebook for the latest food adventure we are planning. If you are NOT a foodie yet, tell Kathleen Cussen and she will get you signed up.

PROGRESSIVE DINNER – DATE – SATURDAY, JULY 29TH – We again have three wonderful hosts who are opening up their homes so we can share a great evening of food, fun, and frivolity starting with appetizers at the home of Mike and Amy Brosseit, followed by dinner with Janine Terstriept at her place, and ending the evening around the pool at the home of Kevin and Patti York. Be sure to sign up on the sheet being passed around, and SAVE THE DATE !!!

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

Reserve the Date: October 6th – PBC Annual Golf Tournament at Deer Creek CC.
Prospector’s Breakfast Club
Attendance and Thank You’s
Meeting Date: ____________________________

PLEASE PLACE “X” IN FRONT OF NAME IF ATTENDING MEETING

Adams, Linda ____________________________
Ayrey, Douglas ____________________________
Alexander, Jay ____________________________
Ashurst, Chase & Amy ______________________
Beckner, Pat ______________________________
Bell, Jim _________________________________
Boehringer, Kevin __________________________
Bovard, Zach ______________________________
Brosset, Mike ______________________________
Brown, Erin ________________________________
Cocherl, Stephanie __________________________
Cunningham, Rick __________________________
Cussen, Kathleen __________________________
Doyal, Vivek ________________________________
Douglas, Kyle ______________________________
Eckinger, Bill ______________________________
Eidson, Ken ________________________________
Emerson, Bill ______________________________
Felton, Dr. Sean ____________________________
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

Runyan, Joe
Sewell, Amber
Sewell, Ann
Sewell, Matt
Phipps, Erin
Brown, Heather
Shirra, Chad
Shelton, Jennifer

Simpson, Brownie
Sirna, Richard
Sewell, Richard
Spencer, Neil
Spencer, Doug
Alley, Kathleen
Wise, Sharon

Hutchison, Cheryl
Pickering, Rich
Sirna, Janine

Test, Jeremy
Steiniger, Keith
Everyday

Stone, Janet

Terstriep, Janine
Terstriep, Kevin
Terstriep, Bob
Terstriep, Twiga
Terstriep, Shari
Terstriep, Tim
Terstriep, Rich
Terstriep, Sue
Terstriep, Chris
Terstriep, Chad

Iwigg, Brad
Wagner, Leigh

Webb, Tyler

Wilkinson, Ann
Wilkinson, Sue
Wilkinson, Doug
Wilkinson, Ed
Wilkinson, Erin
Wilkinson, Jessi

York, Kevin

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