Ponder this the next time you take a seat in your home’s water closet – how long has there been a plumbing system that moves potable water and wastewater from place to place? Did you know it goes back to ancient civilizations nearly 3000 to 4000 B.C.? There was evidence of copper pipes used in Egyptian pyramids.

Come forward to today’s world. How lucky we all are to have clean water to drink and bathe, and indoor plumbing. We have it so good. There are places on Earth that still do not have these necessities. How fortunate we all are!

There’s one person that does not take this all for granted, and that is because she comes from a long line of family that have been dealing with this for generations. The youngest generation today is headed up by none other than Amber Sewell of Lutz Plumbing.

It all began with her great-grandfather in 1920. The Lutz family has served the Kansas City area all this time. At one time her grandfather and great uncle each had a share of the business, but as sometimes happens, they found it difficult to maintain a friendly business acumen and be able to serve their customers well. So they split and each went their own way. When Amber’s father decided to enter the plumbing lineage, he was able to bring these two businesses back under one roof and it has been the same ever since.

In 2006 Amber joined the team. Her experience was learned at a young age working at the company doing whatever was required to help out during the summer months. She didn’t know it at the time, but she was learning so much about the biz she would put to good use in later life.

Her background was with a love of sports (all sports, but she loved and excelled at golf). She graduated with a degree in both sports management and business. In 2002 she wanted to get into the business, but at the time the industry and Lutz was struggling. She had gathered experience in several jobs unrelated to plumbing so when she transitioned into the company, she immediately was helping with phone calls, dispatching the crew, working mailings and marketing ideas. Included in that was networking to get the word out that Lutz was there for their clients.

Slowly they began to grow. In 2015 she took an SBA course to learn how to grow their business. Since then there has been steady growth. There is now 10 employees with 5 trucks and 2 apprentices, and they’ve added two office staff. And 4 of those employees have 20 plus years of tenure with the company.

Lutz Plumbing now has implemented a Service Agreement Plan, something Amber has been wanting to have for quite awhile. They will, for $89 a year, come and check your heating and cooling to make sure it is functioning correctly and you have the efficiency you need to make them work properly. They even offer extended warranties on all the equipment they sell and install.

When it comes to the products they sell, it is nice to know what they use is environmentally safe. They test everything they use before sending it out into the field. The goal is the make sure to live in a “healthy home” and still save the maximum amount on your energy costs.

Amber – thanks for being there when we need you the most and for giving your industry the style and glitz that many forget to do – sometimes it is a thankless job, but we are all glad you and your staff are there when needed.

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

July 27 – Leigh Wagner of KU Integrative Medicine, and her associate, Randy Evans MS, RDN, LD Integrative Dietitian at Deer Creek CC.

Aug. 3 – Vivek Dayal of PhoneTech Communications at Deer Creek CC

Aug. 10 – Pat Beckner of Beckner & Associates at Deer Creek CC

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:-
Who painted this painting entitled “Soft Self Portrait with Grilled Bacon”?

QUOTE OF THE WEEK

It takes 20 years to build a reputation, and 5 minutes to ruin it. If you think about that you’ll do things differently.

-Warren Buffett

Rhoda’s maiden name in “The Mary Tyler Moore Show” was Rhoda Morgenstern.

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.

WELCOME BACK Coach Jen and husband Carter from their journey to climb Mount Kilimanjaro in Tanzania, Africa. Can’t wait to hear this amazing and inspirational story.

I’m asking for your support! (Rick Wolverton) - Kansas City is a baseball town rich in historical success, including a recent World Championship!! Please, join me in supporting Dayton Moore’s foundation to help underprivileged youth with baseball opportunities they would otherwise, never receive. In addition, we will be supporting the Warriors' Ascent Foundation which is a local charity that brings aid to our brave veteran's and first responders who suffer from the horrific effects of PTSD! We will be participating in a Wiffle Ball Tournament this coming Saturday July 22nd. I would be honored by your support!! Please click on this link: http://cyouinthemejorleagues.org/…/c-you-in-the-major-leag…/

Filming for the Prospectors 40th Anniversary event – this is final Thursday for filming. 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 Terstriep 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.
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<thead>
<tr>
<th>Name</th>
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<td>Adams, Linda</td>
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<td>Alexander, Jay</td>
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<td>Ashurst, Chase &amp; Amy</td>
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<td>Beckner, Par</td>
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<td>Tompkins, Matt</td>
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<td>Mobley, Mark</td>
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<td>Stephenson, Dr. Brand</td>
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PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

X Flessner, Dave

X Foster, Rod

X Full, Kevin

X Giordano, Phil

X Goodheart, Alan

X Hardin, Das

X Hawkins, Darryl

X Heriford, Alan

X Hobbs, Derek

X Holk, Dan

X Holland, Ed

X Hutchison, Ed

X Kopplin, Mike

X Mortko, Sheri

X O'Bryan, Cliff

X Oettmeier, Dr. Bert

X Paperi, Matt

X Phar, Matt

X Pickering, Chris

X Rapp, Bryan

X Turrentine, Rick
PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

Runyan, Joe

Sewell, Amber  
Michele  
Ann  H.  
Tim  
Bell  
Matt  
Phil  
Eric  
Brown  
Rich  
Sirna  
Lady  
Dubin  
Shelton,  Jennifer  

Simpson,  Brownie  

Sirna, Richard  
Sewell, Jackie  
Stoger,  Stephanie  
Heedin,  Royal  

Sprecher,  Donald  
Alley,  Kathleen  
Shea  
Wisen,  Dave  

Stein,  Jeremy  

Steiniger,  Keith  

Stone, Janet  

Sternstrop,  Janine  
Kevin  

Tong,  Sydney  

Trondson,  Chad  

Twigg,  Brad  
Janine  
Rick  
Mike  
\( \tilde{\text{B}} \)  

Wagner, Leigh  

Webb, Tyler  

Wilkinson,  Ann  

Wolverton, Rick  
Kathleen  
Doug  
Keith  
\( \tilde{\text{S}} \) 

Your,  Kevin  

GUESTS

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<thead>
<tr>
<th>Name</th>
<th>Name of Business</th>
<th>Your Position (owner, sales, etc.)</th>
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