

***Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is one of the safest investments in the world.***

Growing up in the city that you have come to love so much, you have a distinct advantage knowing the history and character it exudes. We all dreamed as a youngster about what we want to be when we grow up. Few realized our dream of helping your fellow business alliances create their dreams and realities. **Pat Beckner of Pat Beckner & Associates** thinks it's more than a dream. It's totally possible. Pat has been doing this on his own for nearly 26 years, and has been a Prospector 19 of those years.

He has seen the growth of Johnson County succeed under his wings. But he first made a commitment to teaching and educating so many children he has affected. He then found out his skills were better suited as an administrator, later becoming an assistant principal.

When Pat started his biz in 1989, the farthest people were looking at real estate was at College and Metcalf. Anything south or west was still considered the far edge of the city. But that would change quickly. He used networking to begin his growth finding referrals helped him grow exponentially.

Ask Pat what he does, he was clear and simple - "We sell and lease commercial real estate." There are five basic types of commercial real estate he deals with. There is retail, office space, industrial space, land, and investment property. Pat handles them all. He's done lots of projects in all these categories. He also is into property management, but shines at finding the right building for a

prospective client, or building one to their exact needs and specifications. Pat posed the question of where the market is headed today. Turns out it is a confusing time. A lot of what you are seeing in Overland Park and around the county are retail / residential combinations. Where one is part and parcel of the other. You will continue to see these living types explode as long as the millennials demand them. The millennials now work and share office space more so than when everyone wanted their own office. That has led to having all they need being on one space - living, working, restaurants, entertainment, and shopping.

Pat is still telling people to invest in apartment complexes. These have been historically consistent with strong markets, both apartments and owner-occupied buildings. Apartments are still a hot market and money at affordable rates are available. These are certainly best suited for our millennials and for seniors alike.

These changes will be mostly seen in the next 5-10 years. Business as we know it will have a totally different shape and form.

And those looking for office space are demanding it almost immediately. It sometimes is hard to make this happen, but more agents and managers are coming to grips with this issue. They now can have the spaces needed with internet, wi-fi, and phones ready to move

  
**PROSPECTORS CLUB**  
The Business Building Network

**Weekly**

**Newsletter**

*"There is Strength in Our Numbers."*

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

**August 17, 2017**

in asap! Pat can do that, more than ever before.

*Continued on Page 3.....*



**NO A.M. BREAKFAST - AFTER HOURS AT JOCO ARTS & HERITAGE CENTER, 8788 Metcalf, OPKS - 5pm to 7pm - APPETIZERS AND BEVERAGES - ARRIVE AT 4:30 TO TOUR MUSEUM AT YOUR COST.**

**SPEAKERS SCHEDULE**

**See Page 2**

**ALL THANK YOU'S  
See Pages 5 - 7**



## 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.

**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)

Aug. 24 – Rod Foster of Banc Card Services at Deer Creek CC.

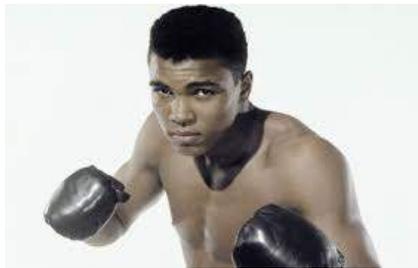
Aug. 31 – Jennifer Shelton of Jennifer Shelton Balance will speak about her recent Team in Training climb on Mt. Kilimanjaro.

Sept. 7 – Alan Heriford of JoCo Automotive AT HIS LOCATION.



## Trivia Question:-

What is the most popular cocktail in the United States ?



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

Pat always says now is a great time to buy a building if you need one and can afford one. We were left with a much better understanding of what is currently in the pipeline and what we need to be thinking about as our businesses continue to

## QUOTE OF THE WEEK

The difference between school and life? In school, you're taught a lesson and then given a test. In life, you're given a test that teaches you a lesson.

- Tom Bodett

The title of Muhammed Ali's autobiography is *The Greatest* !

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

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grow. So be sure Pat is on your contact log and in your phone, as he is ready to answer questions and to be there as your growth opportunities present themselves. Thanks Pat for being such a valuable asset to our group. Please keep the deals coming!

# PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

**REMEMBER – WE HAVE TWO EXCITING AND IMPORTANT EVENTS HAPPENING THURSDAY– LETS ALL TRY AND MAKE BOTH OF THEM HAPPEN – WHAT AN EXCITING DAY FOR PROSPECTORS !!**

**#1)- After Hours Event – 5pm to 7pm – PROSPECTORS Offsite Event at JoCo Arts and Heritage Museum, 8770 Metcalf Ave. (old King Louie alley) – Appetizers and beverages. Come at 4:30 pm if you wish to tour the Museum AT YOUR OWN COST.**



**#2)- On July 27, flood waters devastated Coach's Bar & Grill at 414 W. 103rd Street in Kansas City. Thankfully, no one was hurt, but in the blink of an eye, the Coach's employees were left without a place of work and thus, without jobs and income.**

**Join the Kansas City Originals for "Come To The Table For Coach's" on Thursday, August 17, a dining fundraiser featuring multiple restaurants and eateries from across the metro. Participating restaurants have pledged to donate 10 percent of sales on August 17 to a special fund set up by the Kansas City Originals that will be allocated to the displaced Coach's employees.**

Make your reservations now for August 17 at one of these restaurants and help this important cause!

For a full list of participating restaurants/eateries, please visit <http://bit.ly/CoachsBenefit>. For a metro map of the participating restaurants/eateries pinned, please visit <http://bit.ly/CoachsFundraiserMap>.

**Prospector Foodies Club on Facebook (private group)**– I have been given a hot tip on a newer place is SKC. Please check out their website and take Daniel Holk's review, which was glowing (even his chef son Spencer liked it 😊) one and let me know if you're interested. Maybe we can do Friday August 25th? . **If you are NOT a foodie yet, tell Kathleen Cussen and she will get you signed up.**

Doug Airey is still looking for someone to help with his Home Care business. If you know of anyone with experience in home repairs, give him a call.

**PROGRESSIVE DINNER – IT'S BACK! Mark your calendars for Sat. September 30<sup>th</sup>. Hosts are at Brosseit, Terstriep, and York. Starts around 5:30 pm to ?. Details will follow closer to the date. Sign up now if you're coming, how many, and what you'll bring – appetizers, side dish, or dessert.**

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

**Reserve the Date:** October 6<sup>th</sup> – PBC Annual Golf Tournament at Deer Creek CC.



Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:-

Aug. 10, 2017

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

Adams, Linda

X Airey, Douglas Brian WARD, Karl Foreman

Alexander, Jay

Ashurst, Chase & Amy

X Beckner, Pat Brad Togg, Jim Bell, Matt Papari, Matt Phelan

X Bell, Jim Chris P, Daryl H, Kenny, Kyle Q, Matt P, Mike R, Rick S, Phil G

Belzer, Dan

Boehringer, Kevin

Bovard, Zach

X Brosseit, Mike

X Brown, Erin Dr. Felton, Stephanie, Jeremy, Leigh, Matt Papari, Alan G, Kathleen, Jimbe, Sirna, Danny, Bryan, Chris Rickering, Sheri, Coach's, Matt Phelan, Keith, Alan H, 10/10/16, Dr. Togg

Cocherl, Stephanie

Cunningham, Rick

X Cussen, Kathleen Phil, Rick, Keith, Rick W, Rod, Alan G, Sheri, Erin, Neil, Dr. Sean, Bryan R, Mike K, Volleyballers

X Dayal, Vivek Cliff OB, Rick, Dawn F, Linda, Chris P, Dr. Togg, James S, Derek H, Matt Papari, Alan G, Dan H

Douglas, Kyle

Eckinger, Bill

X Eidson, Ken Ed Hutchison, Das Hardin

Emerson, Bill

Felton, Dr. Sean

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

X Flessner, Dave Phil G, Vitek, Matt Papperi, Pat Beckman, Chris Pickering  
Nail the car guy  
 X Foster, Rod Mike Kogeland, Kathleen Cussin, Stephanie Cochran  
Jen Shelton, Rich Sirna, Rick Wolvorters, Chris Pickering  
 Fremerman, Kerry Stephanie Cochran, Amber Swell

Full, Kevin \_\_\_\_\_

Giordano, Phil Ed, R. J. S. Kathleen, Sherry M, Keith S, Rick W  
Sean T, Matt P, Janet S, Brad T, Dave F, Mike D x3  
 X Goodheart, Alan ADAMS DAYAL EIDSON WILKINSON  
SIRNA CUSSEN STONE M. PICKERING  
 Goodheart, Bruce \_\_\_\_\_

X Hardin, Das Chris P, Alan H, Jen S, Mike B, Matt P, Vitek D, Alex W

Hawkins, Darryl \_\_\_\_\_

Heriford, Alan \_\_\_\_\_

Hobbs, Derek \_\_\_\_\_

X Holk, Dan DREBY

Holland, Ed \_\_\_\_\_

Hutchison, Ed \_\_\_\_\_

X Kopplin, Mike Kathy Stringer, Kathleen Cussin, Chris P  
Tom Bell, Rod Foster, Candace R, Kevin Jones

X Mortko, Sheri Rebyn, Erin, Janine, Rick, Sean, Rich, Keith,  
Felici, Matt Pap, Jennifer  
 O'Bryan, Cliff \_\_\_\_\_

Oettmeier, Dr. Bert \_\_\_\_\_

Paperi, Matt Rod, CHASE PHIL, DMC, Linda, others  
 X Alan Amber Stephanie, DAS, Erin Ed Jay Jim Keith Kenny  
 Phar, Matt CRIM, KEITH, BEYON, KYLE, NELL, DEREK, CHRIS RICK  
 Pat B Rick W ZACH

Pickering, Chris Hardin, IBICKSON, BEKNER, TULLO, BEC  
STEVEN FELTON

Pickering, Margot Felton, Sirna, Goodhart, Shelton, J. Alexander  
 Paperi, \_\_\_\_\_

X Rapp, Bryan Dooy, Kathleen, Jeremy, Rod, Sheri, Phil, Rick W  
Matt Paperi, Erin, Matt Phar, Chris P

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

Runyan, Joe \_\_\_\_\_

Sewell, Amber \_\_\_\_\_

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

Simpson, Brownie \_\_\_\_\_

Sirna, Richard *Twigg Pickering Goodwin Mortko Paperi Peltor Coan and Foster Goodlet Rapp*  
*Brown Day Rapp Bell Strage Wolverson ADAMS Sewell Pham Walker Foster Good York Holt*  
Spencer, Neil \_\_\_\_\_

Stein, Jeremy *Rick Wolverson, Bryan Kapp,* \_\_\_\_\_

Steiniger, Keith *Phar, Kappin, Sewell, Brown, Hutchinson, Bell, Holt, Eidson,*  
*Pickering, Mortko, Paperi, Giordano, Lusser, Sirna, Wolverson*  
Stevens, Robyn *Rich Sirna, Chris Pickering* \_\_\_\_\_

Stone, Janet *Ed, Ann, Alan, Phil, Vivik* \_\_\_\_\_

Terstriep, Janine \_\_\_\_\_

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

Twigg, Brad *Pat, Chris, Amber, Vivik, Rick, Rich, Erin, Phil, Sherri* \_\_\_\_\_

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

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

Wilkinson, Ann \_\_\_\_\_

Wolverson, Rick *KATHLEEN KEITH SHERRI PAUL RICH KAREN*  
*DAN JEREMY*  
York, Kevin \_\_\_\_\_

**GUESTS**

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