



***It's the Way the World Moves Money Around – What Would You Do without Them? Credit Cards that is !!***

We come to hear Thursdays how our speaker for that week came to aspire in life by living their early years, most in humble and esoteric surroundings. Again this week another Prospector tells of his journey from the simple rural life to living in the big city, a journey traveled by many of us.

Having strong family roots, and teaching him a strong work ethic, a solid belief in God, and all that time, having so much fun in life, that is what embellished **Rod Foster of Banc Card Credit Card Processing Services** to become the business owner, mentor, and father he is so proud to be.

Growing up Rod loved playing in lots of sports. He has since seen his children develop his same love, and Rod even has coached several of his kid's ball teams. After doing this for 15 years, he has chosen to hang up that hat.

Like most of us, he has not ended up from whence he got started. Working in the mental health field was a great learning experience how to deal with so many different personalities. But with a kid on the way, he needed to earn more money, so changed to servicing the printed check and business forms industry, both in sales to start, and for the next 9 years in management.

Gradually he could see the check writing industry was changing. He had heard from a friend who he worked with. He heard of an opportunity with a company named Banc Card, a credit card processing company. They wanted to expand their scope into the Midwest, and this would become a great chance for Rod to take the reins and go! The upward potential was limitless, but Rod did not know what challenges lied ahead.

He found out too quickly how difficult it is to start and grow a business, even if this was already an existing plan for success. He was mostly commission, so if Daddy did not make any sales, Daddy did not get paid. He was learning on the fly.

Banc Card has now been around for 20 years and has over 100 in their sales force. Rod's hard efforts have paid off exponentially. He now has over 1000 accounts; the entire company has over 50,000 clients in 24 states.

His territory in KC has grown every year he has owned it, and has been in the Top 3 in terms of business every year. His portfolio has mostly local clients, but he has several nationwide accounts and franchises he handles their financial accounts.

Besides your normal day-to-day transactions, he has the capability to do mobile and virtual payments, supplying and supporting sale of credit card machines. Banc Card has also the ability to create a complete POS (Point of Sale) together for you, and if needed, is there to help show you the ropes in order to set up an eCommerce site.

When he became involved with Banc Card, this was when he realized the importance of networking with like-minded business owners. That's how important this group is to Rod. "It's all about the great relationships I have developed over the years."

Retail business comprises about 1/3 of his clients. There is medical, repair businesses, mobile commercial, lawn and landscape, churches, non-profit



## Weekly Newsletter

*"There is Strength in Our Numbers."*

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

**August 31, 2017**

organizations, and schools, just to name a few.

So if you have not had someone call you about credit card processing yet, (yeh right), then you might just need to talk to Rod and let him show you what Banc Card can mean to you and your clients.

BTW, Rod is a very active Club member, both as past and present Board member, and does an exemplary job helping coordinate our annual golf tourney. Again, thanks for all you do to make the Club what it is. It's not a celebration unless we hear that memorable Rod Foster laughter in the background – that's when you know everyone is having fun.



**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**

**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. 31 - Jennifer Shelton of Jennifer Shelton Balance will speak about her recent Team in Training climb on Mt. Kilimanjaro. Hard to miss this one!**



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

**Sept. 14 – Rick Wolverton of Advanced Interiors at Deer Creek CC.**

**Sept. 21 – Chris Pickering of The**



**Trivia Question:-**

**What adjective describes an animal that eats both plants and animals ?**

Animals that eat both plants and flesh of other animals



Bear



Crow



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

Not this week.....

**QUOTE OF THE WEEK**

**Happy Labor Day !!**



God grant me a vacation to make bearable what I can't change. A friend to make it funny and the wisdom to never get my knickers in a knot because it solves nothing and makes me walk funny.

**The name of the family Julie Andrews was governess of in the movie The Sound of Music was The Von Trapp's.**

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

# PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES



## FRONT HOUSE CUSTOMER SERVICE POSITION

Dolce Bakery is looking to add enthusiastic people to our growing Front of House team! The Pastry Counter Position is a customer service position with full time or part time hours available.

Join our upbeat team of passionate people that strive to give our customers the best product and experience possible. Applicants should enjoy connecting with people as a member of a dynamic small business with loyal customers.

We are centrally located in the Village Shops!

Retail or Sales experience is preferred, but we will train the right applicant! You will need a willingness to work weekends and holidays to meet business needs.

## BAKER POSITION

Dolce Bakery is looking for part time bakers as part of our growing team! Our bakers create delicious products from scratch daily to fill our pastry case and special orders.

Join our committed team of passionate people that strive to give our customers the best product and experience possible. Applicants should be organized and excited to create delicious desserts with detail and care.

Baking experience is preferred, but we will train the right applicant! You will need a willingness to work weekends and holidays to meet business needs.

**PROSPECTORS BOARD MEETING** – Our September meeting has been changed to **Wednesday, Sept. 13<sup>th</sup>** at Coach's South – 5:30 pm.

**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. BE SURE TO SIGN UP FOR YOU AND A GUEST IF THEY'RE JOINING YOU. THERE ARE HOLE AND CART SPONSORSHIPS TO SIGN UP FOR, AND IF YOU'RE NOT GOLFING, COME TO THE AFTER HOURS AT COACH'S SOUTH STARTING AT 5 PM THAT DAY.**

2 40

# Prospector's Breakfast Club

Attendance and Thank You's Meeting Date: Aug 24, 2017

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

Adams, Linda Amber, Rick, Rick, Stephanie, Phil, Daryl  
Matt P, Janyne, Danny, Jyles, Vivek, Mike, Ann, D.S., Fact  
 Airey, Douglas Ken, Steve, Mike, Steve, Pat, Robert

Alexander, Jay \_\_\_\_\_

Ashurst, Chase & Amy \_\_\_\_\_

Beckner, Pat \_\_\_\_\_

Bell, Jim Ann, Charles, P, David, H, David, Keith S, Kevin Y  
Kyle P, Matt P, Mike B, Mike K, B, Rich S

Boehringer, Kevin HERFORD, SIRNA, PICKERING

Bovard, Zach Phar, Swell, York, Hutchinson, Rupp

Brosseit, Mike \_\_\_\_\_

*Matt Kerry,  
Phar, Linda,  
Ken,*

Brown, Erin Dr. Felton, Stephanie, Evelyn, Leah, Matt, Papp, Alan G, Earl, Lecc,  
Jessie, Rich, Dan, Peter, Bryan, Rupp, Chris P, Steve, Coach's, Mike, Daryl, Matt, Phil, Kent  
 Cocherl, Stephanie Rod, Leah, Chris, Amber, Rick, Rich, W, Kathleen, Keith H,  
Jeanie, Ann, Wilkinson, Janet, Kevin, Leigh, Sean, Brad, Alan, Woodheart, Alan, H,

*Alan H,  
Amber,  
Ann,  
Dr. Terry*

Cussen, Kathleen \_\_\_\_\_

Dayal, Vivek Cliff OB, Rick, Dave F, Linda H, Dr Terry, Chris P,  
Matt P, Derek H, D.S., H

Douglas, Kyle \_\_\_\_\_

Eckinger, Bill \_\_\_\_\_

Eidson, Ken \_\_\_\_\_

Emerson, Bill \_\_\_\_\_

Felton, Dr. Sean COACH, JEN, ALAN H, LINDA H, CLIFF OB, KATHLEEN C, SIRNA, W,  
DEWIG, AMBER S, FELICIA, ANN W, BENJAMIN

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

\_\_\_ Flessner, Dave

\_\_\_ Foster, Rod

\_\_\_ Fremmerman, Kerry *Stephane C, Amber S*

\_\_\_ Full, Kevin

X Giordano, Phil *Ed Rich S, Kathleen C, Sherril M, Rick W, Sean F, Matt P, Dan B, Janet S, Brad J, Linda A, Cliff G*

Goodheart, Alan *HUTCHISON BROWN, ADAMS, MORTKO, CUSSON, HUBELZER, EDSON, YORK, STONE, SILVA, COCKERL*

\_\_\_ Goodheart, Bruce

X Hardin, Das *Alan H, Chris P, Jan S, Ed H, Brownie S, Jim B, Virek D, Matt P*

X Hawkins, Darryl *NEILS, DEDEK H, ZACH B, CINDA A, JIM B, MIKE B, KEVIN Y, KYLE D, ED H*

X Heriford, Alan *Amber S, Amy Chase, Dan H, Das H, Erin B, Jan S, Jim B, Keith S, Kevin B, Kate D, Matt P, Mike S, Mike K, Phil G, Rich S, Rick C, Rick W, Rod F, Scott F, Sherril*

\_\_\_ Hobbs, Derek

X Holk, Dan *Amber, Tyler, Alan H*

\_\_\_ Holland, Ed

\_\_\_ Hutchison, Ed

X Kopplin, Mike *Snyder, Kelly, Ben Foster, Alan Heriford, Eric S, Ed's, Conch, Sam, Dan, Debra, Kay, Lillian*

X Mortko, Sheri *Regan, Rick, Keith, Alan H, Alan C, Rich, Erin, Janine, Matt, Paperi, Jen, Felia, Kathleen, Bryan, Ar. Sean*

X O'Bryan, Cliff *York, Nigel, Rich, Suzanne, Phil C, Amber Sewell*

\_\_\_ Oettmeier, Dr. Bert

\_\_\_ Paperi, Matt

X Phar, Matt *Alan H, Amber, DAS, Mike B, Erin B, Tim B, Keith, Kevin Y, Pat B, Darby, Phil G, Stephanie C, Zach*

\_\_\_ Pickering, Chris

\_\_\_ Pickering, Margot

\_\_\_ Rapp, Bryan

*Mike Darby*  
*(X)*  
*(S)*

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

Runyan, Joe

X Sewell, Amber Dr. Sean, Carrie, Alan H., Cliff, Sheri, Dan, Rick C., Rick W., Keith S, Linda A, Kathleen, Kevin York, Diana A, Zachary, Leigh, Rich, Blaine, master, Amy, Erin, MAKE

X Shelton, Jennifer Tilton, Mark C, Janine, Sierra, Wilkinsen, Das, Steiniger, Heriford

X Simpson, Blownie Erin Brown, Mike Danby, Kevin York, Ann Wilkinsen, Janine Terstriep

X Sirna, Richard George Montillo Guadalupe Paschynon Casan Sewell Brown Azzi (Hawaii) Cahl, David, Oblique, Peter, ANIS, Gaudet, Jeffrey, Shell, York, Ed, Cussen, Webb, Wilkinsen

Spencer, Neil

Stein, Jeremy

X Steiniger, Keith Wolverton, Sheldon Sirna, Cussen, Giordano, Pappi, Markko, Pickens, Holl, Bell, Hutchison, Heriford, Phas, Brown, Sewell, Koppin, Phas

X Stevens, Robyn Sheri M, Stephanie C, ALAN G

X Stone, Janet Ed, Phil, Alan S, + Kevin York Kevin, Jenn, Brown, Brad, Zach B.

Terstriep, Janine Linda, Matt P, Stephanie, Tyler, Sheri, Rich S, Erin

Trondson, Chad

Twigg, Brad

Wagner, Leigh

X Webb, Tyler Linda, Leigh, Davi, Phil, Dan, Kathleen

X Wilkinson, Ann Bonnie, Lena, Rich, Alana, Kathryn, Jeph, PERRY

Wolverton, Rick

X York, Kevin Janet S, Brynn P, Blaine, Matt Phas, Mike K, Mike B, Kathleen C, Stephanie C, ED H, Amber S, CLIFF C, ALAN G, DC-G-A,

**GUESTS**

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