



***Design is So Simple; that is Why It is so Complicated.....***

When you talk to people, ANY people, do you ever feel that “bubble” or “force field” that keeps you from getting close to them? Ever have that become a factor in dealing with them personally, or even worse, NOT dealing with them from a business standpoint?

Well, I guess you can throw those concerns out the window with last week’s speaker. Far from it. When she enters your home, or in a large meeting, she immediately “grabs” your attention. And not just using catchy conversation or informative banter. She literally “grabs” you by the arm. Her tactile personality has become a bit of her trademark.



We speak of course about ***Janine Terstriep of The Decorative Touch Ltd.*** Janine has made a splash in Prospectors and with her many clients near and far. Her interior decorating and design business has won her several awards and accolades to boot.

Another farm girl tells her story of hard work as a youngster with deep roots focused in family and doing the right thing, she weaves a path to success like most of us. From living in Quincy, IL and schooling at Drake University, she was always working earning what she could in retail women’s fashion, or sporting goods.

As she approached her senior year in college she took a few classes in Interior Design. Professors were so impressed by her in-born knack of seeing what works together and being able to create beauty in a home setting. They were so impressed of her “gift” they even encouraged her “to pursue what you love to do”!

So after college, she worked 7 years for a flooring company, while starting a window décor business from her home. This is what led her to open The Decorative Touch in 1996, again from her home. She created cutting edge design ideas for clients and was off to the races. Knowing that there was much more business out there, she opened a design studio where 6 other designers rented space, and they all used it as a central office / showroom for their clients. This went on for nearly 10 years. Over the years and adding customers to her base, she has taken a reverse step now working in her own design studio in Lenexa.

Janine says the hardest project is figuring out what will work best for her client. A home should reflect your personal place of comfort. Janine can guide you to what works and what doesn’t. And she also says that like some of us, the millennials today are trending so differently than those people in their 40’s and 50’s. Much more of a minimalist style, simple, and fun. And she says that rather than trying



**PROSPECTORS CLUB**  
The Business Building Network

**Weekly Newsletter**

*"There is Strength in Our Numbers."*

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

**October 26, 2017**

to follow a trend, follow your gut and find what you like, not what’s trendy!

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**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 10-12**



## **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.

**Oct. 26<sup>th</sup> – Jim Bell of James D. Bell CPA LLC at Deer Creek CC.**

**Nov. 2 – Alan Goodheart of Goodheart’s Jewelry at Deer Creek CC.**

**Nov. 9 – Erin Brown of Dolce Bakery AT HER LOCATION.**

**Nov. 16 – Das Hardin of Village Flower Co. AT HIS LOCATION.**

**Nov. 23 – THANKSGIVING DAY – NO MEETING!!**

**Nov. 30 – Phil Giordano of Grade A Tree Care at Deer Creek CC.**

**Dec. 7 – Neil Spencer of**



## Trivia Question:-

What Italian landmark has a total of 296 steps ?



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

When starting a new project, she tries to have clients stick to just three colors and she takes those and blends fabrics, paints, window treatments, and furniture as a start so they all coordinate in some fashion. It's up to the client to have a say in what is selected here. Area rugs are an important focal point too. Some clients start small, just doing a bathroom or bedroom. This works when budget restraints make it necessary to work in steps.

Best to begin by pulling photos – design ideas you like, and prioritize which rooms to tackle first. You can grow your furnishings as you go, and do not be afraid to mix it up – have an unusual focal piece, or wood where paint should

## QUOTES OF THE WEEK



**In the movie *The Endless Summer* they were looking to find the perfect surfing wave.**

be. Her best advice as things sometimes tend to get a bit crazy is – “remember to breathe”. When details start to become cumbersome, take a minute and see what you could do to change it up and make a different style choice. In the end, it will be what you truly love that matters.

Thanks Janine for your contributions to Prospectors and serving its Board, and all you have done to make our houses into lovely, beautiful homes we are proud to show off and entertain in. What a legacy you have created just in Prospectors!

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

## **PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES**

**ATF at The Decorative Touch Ltd., Thursday, Nov. 2<sup>nd</sup>** At the studio 15040 W 106<sup>th</sup> in Lenexa, KS – 4:30pm to 6:30pm. Lackman Rd. exit off I-435 West, turn left to 106<sup>th</sup> St.

**NOTHING CURRENTLY PLANNED FOR FUNKY TOWN. STAY TUNED.....**

**Mark your calendars for our Annual Prospectors Christmas Party, this year being held at the Brass on Baltimore, Saturday, December 2<sup>nd</sup> downtown KC. SIGN UP NOW !!!**



**Cocktails, dinner and dancing. Be ready to come celebrate the Holidays with your fellow Prospectors.**



### **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.

**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.**

## **BRYAN RAPP AGENCY LOOKING FOR OFFICE ASSISTANT**



Insurance Agency seeks a highly motivated, people oriented and hard-working licensed office assistant. Excellent communication skills on the phone and in person are required. Good computer skills, ability to follow direction and be a self-starter are a must. You must project a professional, positive and pleasant attitude to each and every aspect of the job. This job has room for growth with the Agency. Must obtain or have property and casualty license. Training will be provided if needed, but experience is preferred. Office hours are Monday – Thursday 9 – 5 and Friday 9 – 4, with flexibility. Please email your resume to [brapp@amfam.com](mailto:brapp@amfam.com)

**OFFICIAL ELECTION BALLOT**  
**FOR**  
**2018 Prospector's Board of Directors**

PLEASE PUT YOUR NAME HERE: \_\_\_\_\_

**Instructions:**

If you are attending this Thursday's meeting, we will have ballots there for you to fill out, or you can print this one, and have it ready to turn in Thursday.

If you ARE NOT attending this Thursday's meeting, YOUR VOTE DOES COUNT!

Please send your absentee vote for your choice of officers via fax to 913-451-8335 BY NO LATER THAN 5 PM WEDNESDAY, OCTOBER 25, 2017. If you can't fax by 5pm, you can text your selections to Rick Wolverton at 913-208-3272 before the meeting Thursday.

*You will get only one vote – either by absentee OR at the meeting.*

Either way, please BE SURE TO VOTE FOR YOUR FUTURE BOARD MEMBERS!

**YOUR VOTE COUNTS!**

*(In alphabetical order)*

President:	<i>(Circle One)</i>	<i>Kathleen Cussen</i>	
VP:	<i>(Circle One)</i>	<i>Phil Giordano</i>	
Social:	<i>(Circle One)</i>	<i>Ann Wilkinson</i>	<i>Tyler Webb</i>
Membership:	<i>(Circle One)</i>	<i>Sean Felton</i>	
Programs:	<i>(Circle One)</i>	<i>Dave Flessner</i>	<i>Brad Twigg</i>
Members at Large:	<b><u><i>(Circle Three)</i></u></b>		
	<i>Dan Belzer</i>	<i>Stephanie Cocherl</i>	<i>Das Hardin</i>
	<i>Matt Paperi</i>	<i>Brownie Simpson</i>	<i>Neil Spencer</i>

Thank You for participating in this year's election process.

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- Oct 19, 2017

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

Adams, Linda <sup>Robyn</sup> <sup>Stewens</sup> <sup>Urru</sup> <sup>Wolkun</sup> <sup>Serifecto</sup> <sup>Garbran</sup>  
Alan Goodford Danny Belzer Rich Holmstrom Rich Sarno Chris Bider  
Airey, Douglas

Alexander, Jay Doug Airey Janine Terstriep Mike Brosseit Dave Flassner Cliff O'Brien

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim Alan G. Hunt Christy Clark Jan B. Janet Kathleen C.  
Ken Y. Matt P. Pat B. Richs Rick W.  
 Belzer, Dan Keith Steinger Dan Holt Browne Simpson Linda Adams Alan G. Ann Ford  
Jim Bell Nest Spicer Chad Tompson Richard Siroka Ann Wilkinson  
Boehringer, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin Matt Paperi Jeremy Ashursts Kathleen Janine Rich Bryan Chris P. John  
Sharon Mike Darby Keith Dr. Trigg Ann Linda  
Cocherl, Stephanie

Cunningham, Rick

Cussen, Kathleen Phil. Rick Rick Keith Alan G. Alan H.  
Stephanie Shel Dr Sean Yoke Crew Alan Sheri Rick  
Dayal, Vivek Rick Keen

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean Sharon Rick C. Julie Michael Sharon Alan H. Justin Kathleen  
Sheri M. Antus Matt Paperi Bryon R. Ann Keith Neil

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

Flessner, Dave

Foster, Rod Stephanie C, Ann W, Kathleen C, Rich S  
Rick W, Keith S, Jim B

Fremerman, Kerry

Full, Kevin Rod Foster, Bryan Rapp, Mike Broucht, Dave Flessner, Matt Paperi, Amber Seveff  
Alan Goodheart, Stephanie Cochran, Mike Kappin, Rick Wolventon, Pat Bedener

Giordano, Phil Rich S, Kevin Y, Kevin F, Sheri M, Keith S, Sean F,  
Rick Cunningham, BPP, Jim Bell, Danny B

Goodheart, Alan MIKE BROSEIT, CLIFF O'BRYAN, CUSSEN, SONG  
BRIAN DARBY, ROD FOSTER, STEWIGER - MOLTKO, SIRNA, STEIN  
Goodheart, Bruce WILKINSON

Hardin, Das Chris P, Alan H, Matt P, Ann W, Jen S, Kyle D,

Hawkins, Darryl

Heriford, Alan

Hobbs, Derek

Holk, Dan

Holland, Ed

Hutchison, Ed Jan F, Rick E, Alan G et al

Kopplin, Mike NEIL SPAUCC, RICH S, NIA, Keith STEWIGER  
ALAN HEREFORD, Kathleen

Mortko, Sheri

O'Bryan, Cliff

Oettmeier, Dr. Bert

Paperi, Matt ERIN, KEITH, BRYAN, NEIL, CHEK, MARGO, ~~AL~~, JANINE PHIL, BOB  
CHAD, DAVE, LINDA, RICH, ALAN, DOUG, SHARI, AMBER, KAVIN, RICH BERRY, ROBYN  
Phar, Matt RICK

Pickering, Chris HADDIN, TIERSTEIN, RAPP, PAPALI, DOUGLAS, BRINGIER,  
BILL, BOB AN

Pickering, Margot Sirna, Goodheart, Kathleen, Paperi

Rapp, Bryan



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

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

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

Shelton, Jennifer Mortko, Janine, Sirna, Wilkinson, Steiniger


Simpson, Brownie Janine Terstriepe, Mike Dady, Dan Belzer, Amber Sewell,  
Kevin York, Sam Felton

\_\_\_\_ Sirna, Richard \_\_\_\_\_

Spencer, Neil Jay Alexander, Dan Belzer, Stephanie Coker, Sean Felton,  
Mike Koppick, Matt Paperi, Chris Pickering, Rich Sirna, Robyn Stevens

\_\_\_\_ Stein, Jeremy \_\_\_\_\_

Steiniger, Keith Goodheart, Kippelin, Shelton, Felton, Wilkinson, Foster, Rapp, Brown  
Phar, Henford, Mortko, Paperi, Giordano, Cussen, Sirna, Wolverson

Stevens, Robyn Linda Adams, Kathleen Cusick, Janie L. 

Stone, Janet Wendy, Ed, Rod & Keith, Embert Jim

\_\_\_\_ Terstriepe, Janine \_\_\_\_\_

Trondson, Chad Alan, Dan, Bryan

Twigg, Brad Pat Becker, Chris P/Angebot, Sean, Rick W, Rich, Leigh  
Kris B, Vivik, Das, Janine, Kathleen

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

Webb, Tyler Saucie, Rod, Rich, Linda, Kathleen, Keith, Rick W., Alan G.

Wilkinson, Ann Lynn, Kirk, Rod, Jim, Rick, Danny, Janine, Rod, Ken  
Tom, Das, Jack, Sam, Das, Lind. Ed, Keith, Bob, Bob, Alan, Kathleen

Wolverson, Rick Alan G. KEITH (2) STEPHI KATHLEEN (2) PHIL  
DAN CHRIS. ED. ROD

\_\_\_\_ York, Kevin \_\_\_\_\_

**GUESTS**

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