Each of us are great at something. Some of us know design – how things work. Others have a knack for the written word. They can weave a tale like painting a picture with words. Then there are those special few whose proficiency with numbers makes the rest of us jealous.

Those few are engineers, architects, and one of the most important people you will connect with – accountants! For it takes a special mindset and ability to navigate today’s tax structure, personal and business finances, and still have the skill set to communicate to your clients what is best for each situation you help them solve.

Besides your attorney, the next most important person you should have in your back pocket is your accountant. Jim Bell of James D. Bell CPA LLC knows this all too well. Of course, when you have done it as long as Jim, you’d be confident and comfortable too.

Your accountant is someone whom you must place your confidence and trust with. Jim can help guide you through the process smoothly and with little bumps in the road. To get where he sits today as the CEO of his practice, he worked through numerous other jobs before obtaining his CPA degree. He has worked for firms large and small, gaining experience in dealing with so many different clients.

Once into Prospectors, he saw the greatness factor shown by most members in owning your own business, in making decisions – right or wrong – that leads to being successful at what you do.

Jim has labeled himself “The Un-Accountant” – the antithesis of what you would normally associate with one. Jim has no staff, and does not bill on an hourly basis like most others. Jim says “The diagnosis is free, but you pay for the medicine.”

And since going out on his own, he has converted everything to electronic and paperless meaning it is much more efficient to find and send whatever files he needs to. Welcome to the 21st century.

So - when it comes time, do you OWE Uncle Sam money? Jim says that is a GOOD thing. Taxes are good (means you’re making money). Deductions on the other hand cost you dollars.

Cont’d Page 3….
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.

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 Lighthouse Auto Sales at Deer Creek CC.
**Trivia Question:**

What Broadway play / show was identified with the Kennedy years?

**Quotes of the Week**

*By working faithfully eight hours a day you may eventually get to be boss and work twelve hours a day.*

Boooooo! Happy Halloween!

*The Italian landmark that has 296 steps is the Leaning Tower of Pisa.*

**Con’t. From Page 1……..**

He told us business owners to be sure to pay yourself 50% and put away savings to have reserves to pay your taxes each year. If you are partners in a business, make sure you have a partnership agreement in place and be sure you use the Holy Trinity – know how you get into the business, know how you will get out of the business should the need occur, and how you end up getting paid – the most important leg of the Trinity.

Final thought from Jim to remember was “Money ain’t money ‘til it’s mine!”

So as the year end approaches, maybe it’s time to call Jim and have him to listen to your individual situation and see where you are heading for 2018. It’s never too late to begin to make sure you have the most benefits coming your way, and that your ducks are in order.

Thanks Jim for keeping on task, and for all you do to keep the Club’s finances in order. We all appreciate your efforts.

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\textsuperscript{nd} At the studio 15040 W 106\textsuperscript{th} in Lenexa, KS – 4:30pm to 6:30pm. Lackman Rd. exit off I-435 West, turn left to 106\textsuperscript{th} St.

Mark your calendars for our Annual Prospectors Christmas Party, this year being held at the Brass on Baltimore, Saturday, December 2\textsuperscript{nd} 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
2018 Prospector’s Board of Directors Voting Results

President:          Kathleen Cussen
VP:                 Phil Giordano
Treasurer:          Jim Bell
Secretary / Website: Alan Goodheart
Social:             Tyler Webb
Membership:         Sean Felton
Programs:           Brad Twigg
Members at Large:
                      Dan Belzer  Stephanie Cocherl  Matt Paperi
Past President:     Chris Pickering

Congratulations to the future of the Prospectors Breakfast Club.
Prospector's Breakfast Club
Attendance and Thank You’s

Meeting Date: Oct. 26, 2017

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

Adams, Linda

Aikey, Douglas

Alexander, Jay

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim, Chris, Jamie, Kenny, Patsy, and

Belzer, Dan

Belzer, Keith, Sterling, Dan, Holk, Brownie, Spencer

Beohringer, Kevin

Bovard, Zach

Brosel, Mike

Brown, Erin

Brown, J, Angela, Kathleen, Ed, Brian, Rich, Bryan, Chris, Sherry, Kevin, Rob, Matt, Mary, John, Jeff, Tracy, Amy, Mike

Cochran, Stephanie

Cooper, Richard, Chris, Ken, Bill, Matt O'Hagan, Dr. Bob

Dr. Neal, Rod, Bert, Abe, Ken, Jake, Alene, Alex

Cunningham, Rick

Curson, Kathleen

Daley, Frank, Rick, Keith, Alan, and Stephanie, Sean

Dr. Steer, Karen

Dyer, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

Felix, Chris, Pat, Cathy, Rick, Kyle, Richard, Simon, Alou, Chris

Kathleen, Sean, Anfer, Matt, Ann, No. 1
<table>
<thead>
<tr>
<th>Name</th>
<th>Name of Business</th>
<th>Your Position (owner, sales, etc.)</th>
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**GUESTS**