



## ***It's More Than Just Selling Cars – It's About Helping Someone's Dreams Come True...***



Most of us are no longer asking the proverbial question – who exactly was the speaker we had last week? You see, it's been nearly 5 years since we've heard from him. Like a Stealth bomber flying under the radar, he has eluded all the Program Coordinators but has still managed a very strong networking presence in the club. Both using members for projects and helping fulfill our needs for transportation.

**Neil Spencer of Lighthouse Auto** says how wonderful Prospectors has been to him, not only great business but great friendships which are sometimes more valuable. His character traits became aware early in life when awarded the coveted Eagle Scout designation. That says loads about Neil – who he is, and how he serves others.

As a youngster, he knew he liked getting paid for producing something. He cut grass, shoveled snow, and in high school, installed stuff on tractor trailers.

His love of autos came early in life – he was always fascinated with them. He went to car shows, read about them voraciously, worked on them. He LOVED cars!!

He even enrolled in a 5 year program at General Motors learning the ins and outs of the auto industry looking for a spot in the different areas that deal with cars. After just under 2 years, enough was enough.

He wanted to sell autos, but never worked at a dealership. He determined dealerships gave him the creeps. He knew there was no job security working for someone else. That is when the light bulb went on, and Lighthouse Auto was born. "Let the light shine!"

He began focusing on meeting his new client's immediate needs – getting them the right vehicle at the right price. Sometimes he would try to figure out exactly what they needed. With the onset of online shopping going on, it has become even more confusing now.

When Neil started out, he was selling almost entirely pre-owned vehicles, but since working and growing, he now focuses much more on new cars and trucks. Truthfully, he says he'll sell anything with wheels! He handles all price ranges. From someone with a limited budget who just needs a reliable ride and only has \$1000, he makes sure the basics are working fine, and they get a great, safe car to drive. They deserve the same service and respect any buyer gets from Neil! But he looks up and can handle deals for high end sports cars and SUVs. The sky's the limit!

Neil is an official dealer in the state of Kansas – he can sell, trade, sell warranties, provide loaner autos, and he subcontracts out body work, interiors, and detailing.

His inventory fluctuates. As fast as he buys something, it does not stay around long. He currently has about 10 vehicles in his warehouse, but that changes daily. He also purchases lease returns, works with trade-ins, and attends auto auctions to see what's available. And he drives the actual cars he is selling to evaluate how they drive and what's going on with that particular make and model. He passes that info along to his clients.

He told us of a friend whose family member had a bucket list item – wanting to drive a Ferrari. She knew Neil, called and asked how we could do this. Neil had a client in Oklahoma that had a Ferrari, and drove it to KC parking it outside a restaurant where this guy was celebrating his birthday. He came out, saw the car



## **Weekly Newsletter**

*"There is Strength in Our Numbers."*

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

**December 14, 2017**

parked in front of the restaurant, and immediately struck up a conversation. Long & short, they ended up giving him a ride in the Ferrari he will **NEVER** forget!

Neil never gets tired hearing stories of your first car or your love of autos. So take a minute and tell him. He's all ears. And thank you Neil for taking such great care of so many Prospectors. Service, attentiveness, and quality products wins them over again and again!



**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 6-8**



## 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 Sean Felton, our Membership Chairman a call at 816-258-3774 or email at [DrSean.Felton@gmail.com](mailto:DrSean.Felton@gmail.com) before you visit our group so we can make sure there are no category conflicts with our current members.

**Dec. 14 – Annual White Elephant Gift Exchange at Deer Creek CC.**

Bring a funny, strange, creative, weird, or bizarre gift and in return, you will get one of like kind. You MUST bring a gift to get a gift. We will have special menu items and added beverages on Thursday. So get there at 7 am and get started.

**Dec. 21 – NO MEETING – CHRISTMAS WEEK**

**Dec. 28 - NO MEETING – NEW YEARS WEEK**

**Jan. 4<sup>th</sup> – State of the Club Meeting at Deer Creek CC.**

**IMPORTANT REMINDER –  
ESPECIALLY FOR NEW MEMBERS:-**

### **WINTER STORM POLICY**

If the Shawnee Mission School District cancels classes on the Thursday of our meeting, there will be **NO MEETING THAT DAY.**

Please check late the night before or early the morning of our meeting date for school cancellations.

Trivia Question:-

Who was the capital of North Carolina  
named for ?



QUOTES OF THE WEEK

**GOOD NEWS:**

The holidays are  
about \*family.

**BAD NEWS:**

\*It has to be  
your own family.

It was John McEnroe that stopped Bjorn Borg's string of Wimbledon singles titles at five.

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

Nothing this week.....

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

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# PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES



**US Marines Toys for Tots – On Dec. 14<sup>th</sup>, the day of our Annual White Elephant Gift Exchange, besides bringing a crazy or weird gift to exchange, why not help support a great cause that Ed Hutchison of Frechin Pest Control is promoting. Bring an unwrapped brand new toy on Dec. 14<sup>th</sup> and Ed will make sure they will get delivered. Maybe we might even have a Marine present that day. Semper Fi, and Thanks Ed for all you do.**



**It's Give-A-Bear Time Again !!!** – This year like in the past there is a huge display of happiness and kindness when Kevin York along with family and friends make their “special deliveries” to the people of Phoenix Family residences. This year the actual delivery takes place on Sat. / Sun. Dec. 18<sup>th</sup> and 19<sup>th</sup>. If you wish to volunteer and help in some way, contact Kevin at 913-747-

9015.



## A LSD FLASHBACK OF THE LAST 30 YEARS OF CHRISTMAS LETTERS

It's that time of the year when Joan (Wife #1) monitors our music; it takes very little for me to misconstrue the sound of the *Little Drummer Boy* for a Huey chopper coming in over the rice paddy near Saigon causing my Agent Orange PTSD to kick in. The voices in my head frequently commands me to clear my weapons on any dog or cat that looks like a *Viet Cong* in our subdivision...consequentially, numerous upset neighbors but one happy local Chinese restaurant.

Now let's focus on the three entities the *screw-up stock* left with us (Troy, Deb, & Cindy) which lead to the creation of some off-springs (grandkids), that gave us over the years---that warm, fuzzy feeling like flypaper for leeches.

**1991**...Now about the grandkids starting with Shelby (G-dau #1); like Harpo said, "*they're God's reward for not killing your kids*".

**1992**...Shannon (G-dau #2) had a year to perfect the toddler's stage of walking, in totally random different directions searching for free-range Cheerios.

**1995**...Cindy and Steve family additional expansion went by the name of 'Chloe Nicole' (G-dau#3). Shelby, first words to her mom in seeing her brand-new sister was, "Ugh, no wonder you keep her hidden under your blouse".

**1999**...Troy and Stacy added a *new-be* to the *give-me* list; his name was Edward Tyler (ET). So much for him, it will be another year before he gets out of the *slug* stage. He's dreaming of becoming an outback entrepreneur by opening a mall kiosk that will sell *knock-off* reindeer burgers, Easter bunny jerky and dime bags of mistletoe.

**2003**...The cabin at the farm was finally completed (or pole barn according to the IRS). This project drained all the kid's inheritance to construct. Joan loves the peace and tranquility of the farm; like one morning, she was awakened by the beautiful song of a blue bird perched on our window sill. She then gently shut the window and crushed its head . . . as you know, she's not a morning person.

**2006**... Haley (G-dau #2) definitely enumerates the saying that the face of the child says it all, especially the mouth part of this said face. Sadly, Haley didn't pass the audition to be in neither that diaper nor the ice cream commercial, hence just another drain on the economy.

**2006-13**...Our restaurant, *Santa Fe*, spewed red ink for my 1040 tax return. I still remember the wise words about 'cash' uttered by my Uncle Ed during visitor day; "thrown the cash on the ceiling, whatever sticks, declare it". We gained national recognition when the *Center for Science in the Public Interest* announced that our restaurant was bad for your health. According to the Maitre d' (me), the business increased proportional to locals' waistlines. I also doubled as the busboy and belonged to the *Doctors Without Borders* (that came in handy when we have *Salmonellae Cordon Bleu* on the menu).

**2009**...Deb (crazy aunt to some but to the rest of us; just the crazy cat lady) is holding the Bug Business together. She's a *chip off the old block*, i.e., her # 1 priority is making tax write-offs match what she earns while always looking for bold and innovative business solutions, but settling for a way out of the daily mess. Deb's Mike, alias 'Big Fish', realizes that money can't buy happiness but can buy bikes, fishing equipment and beer. Too bad this fantasy doesn't carry over with his BMX bike racing.

**2016**...Shelby stole the limelight that year with adopting 2 dogs--KC & Mo and, oh, by the way, there was that May wedding to Jason.

**2017**...Shelby fell apart with an inestimable blessing weighting in @ 3458 grams under the handle of *Emma* (G-G-dau #1). I'm sure Emma will become that woman that will change the world; but in the meantime....

It's that time again in our humble abode, with all our love ones gather around the tree, just like a Norman Rockwell picture. Who are we kidding, it's more like a Stephen King's novel with Santa as Delbert Grady from *The Shining*. On Christ's birth date, we need to remember during this season that His Father created this vast and glorious world for us to live in, freely, but also at great sacrifice. Pray praises for this great country of ours and pray for those protecting us in distant murderous lands.

*Merry Christmas Ed & Joan*



Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

DEC. 7, 2017

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

Adams, Linda \_\_\_\_\_

Airey, Douglas \_\_\_\_\_

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

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

X Beckner, Pat *Matt P, Jim Bell, Brad Turvey*

X Bell, Jim *Alan G, Alan H, Amber S, Chris P, Dora H, Keith S, Phil G, Keith S, Keith W, Tyler C*

X Belzer, Dan *Phil G, Alan W, Neil S, Chad Treadwell*

Boehringer, Kevin \_\_\_\_\_

Bovard, Zach \_\_\_\_\_

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

X Brown, Erin *Jeremy, Kathleen, Jarine, Bryan, Chris P, Sheri, Coach, Matt Phan, Keith, Nick + Phil, Dr. Twigg, Kevin, Jen, Alan, Alan, Mang*

Cocherl, Stephanie \_\_\_\_\_

Cunningham, Rick \_\_\_\_\_

X Cussen, Kathleen *Rick, Luke, Keith, Phil, Alan G, Sean, Steve, An, Nerg, Bronnie, David, Volleyballers*

X Dayal, Vivek *Derek H, Cliff CB, Rich S, Dave F, Chris P, Dr. Twigg, Matt P, Janet S, Stephanie C*

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

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

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

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

Felton, Dr. Sean \_\_\_\_\_

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

- ✓ Flessner, Dave Ed Holland, Matt Paperi, Chris Pickering, Kevin Full,  
Mike, David, Chad, Trudis
- X Foster, Rod Rich S, Sam B, Chris P, Brownie G, Bryan R,  
Chad T, Kathleen C, Kevin Y, Matt Paperi
- ✓ Full, Kevin Bryan Rapp, Mike Brauch, Dave Flessner, Matt Paperi, Pat Beckner, Chris Pickering,  
Alan Newford, Stephanie Cochran, Phil Giordano, Leigh Wagner, Amber Jewell
- ✓ Giordano, Phil Rich S, Kevin Y, Kathleen C, Sherri M, Keith S, Rick W,  
Sean D, Ed, Mike K, Alan G, Danny B, Jim B
- ✓ Goodheart, Alan MORTCO, SIRNA, ZIDSON, AILEY, CUSSEN, BELL  
GIORDANO, B. DARBY
- Goodheart, Bruce \_\_\_\_\_
- Hardin, Das \_\_\_\_\_
- Hawkins, Darryl \_\_\_\_\_
- Heriford, Alan \_\_\_\_\_
- Hobbs, Derek \_\_\_\_\_
- X Holk, Dan SHERI MORTKO, DABBY
- Holland, Ed \_\_\_\_\_
- ✓ Hutchison, Ed Ed, Matt, Alan G, Phil
- X Kopplin, Mike Mark Spencer, Rick Simon, Keith,  
Alan Herzog, Phil G.
- X Mortko, Sheri Dan, CP, Jay, Robyn, Rick, Keith, Brad, Rich, Erin, Janine,  
Matt Paperi, Jen, Leigh, Felici, Kathleen, Bryan, Alan G, Sean,  
O'Bryan, Cliff Amber,  
Darby  
x3
- Oettmeier, Dr. Bert \_\_\_\_\_
- ✓ Paperi, Matt KEITH, NEIL, CHRIS, MARGOT, JAVINE, PHL, ROD, DMC, LINDA, DEAN,  
ALAN, ALAN, DOUG, SHERRI, DOUG, AMBER, RICH, KEVIN, RICH SEAN, RICK, ED-
- Phar, Matt \_\_\_\_\_
- Pickering, Chris DMC, FOSTER, DANIELAS, CUSSEN, SPENCER, WALTER,  
KEITH, HUTCHISON, SILENIS
- ✓ Pickering, Margot L. Wagner, E. Brown, Rye Studio, Softballers  
Ed Bug Guy, Matt Paperi, Keith Steiniger
- Rapp, Bryan \_\_\_\_\_



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

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

X Sewell, Amber Jim Bell, Matt Phoe, Pat Beckner, Sheri Matto, Stephanie, Rich, Keith, Dr. Sean, Dr. Leigh, Alan Herford, Mike Brossat

X Shelton, Jennifer Paperi, Janine, Sirna, Wilkinson, Das, Wagner, Steinger, Herford

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

X Sirna, Richard Cussen Steinger Sewell Muntko Daniel Wolcott ~ Ed Good Pro Behringer  
Bill Mueller Coach Tom Pappas Braun Koplan Simpson Wilkerson Coach Herford

X Spencer, Neil Doug Airey, Dan Belze, Kyle Douglas, Barry Hawkins, Mike Koppit, Chris Pickering, Margot Pickering, Volleyballers

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

X Steiniger, Keith Rick W., Rich S., Kathleen, Matt P., Sheri Alan H., Jim, Erin, Robyn, Sep, Kevin, Kyle, Ed H., Jay, Margot, Dar, Amber, Chris P., Mike, Phil, Chasey, Amy

X Stevens, Robyn Sheri, Keith, Dr. Sean, Rich Sirna, Thonyea

Stone, Janet \_\_\_\_\_

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

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

Twigg, Brad \_\_\_\_\_

Wagner, Leigh Chris ~ Margot Pickering, Kevin Full, Brand, Sean Felton, Jen Shelton, Kathleen Cussen, Amber Sewell, Ann Wilkinson

X Webb, Tyler Janine, Doug, Dave, Jim

X Wilkinson, Ann Rick Wolcott, Jan She Hon, Rich Sirna, Leigh Wagner, Brad Rapp, Janet Stone, Das Herford, Brad Twigg

X Wolverton, Rick Kyle Douglas (2) Alan H Alan G Keith Phil Sheel Coachs Ann Rich Kathleen Brownie 2017 Board Chair

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

**GUESTS**

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

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