



## **DEVICE PITSTOP**

Remember the last time you saw Santa Claus in public enter a room to meet and greet your kids? Can you remember the feeling you had when you saw him? That is what you get from the guy we so dearly refer to as **Big Papi**, or now better known as **“Master P of KC”**.

When he enters Deer Creek on Thursday morning, those around him take notice. It is the presence of **Matt Paperi of Device Pitstop** that transcends all else happening for that moment.

Matt has always garnered this attention because of his straight forward and over the top personality he exudes (and his stature). Yet he is nothing but a puppy dog in human clothes. But he knows his way around a room, social gathering, or business meeting.

He has been reaching out and learning about how we communicate, shop, and solve problems for nearly 35 years. His background comes from the electronic and wireless markets, but his passions are as varied as his sock collection. He has owned a Limo service, tanning salons, insurance for your handheld devices, a product that refurbishes your headlamp covers, home décor, clothing designed to show how proud he is of our great city (KC Proud), and apps for learning and buying wine, drinks, beer, bourbon, coffee, and “wacky tobacco”.

Having all these years under his belt has got him to where he is today. He opened **Device Pitstop** a few years ago, and recently opened a retail store on 135<sup>th</sup> St giving him a footprint to serve his clients in need of lots of things: repair of laptops and computers and all of the mechanical

and software bug issues that come with them; to your tablets, smartphones, and iPods that get damaged and need repair.

They do all of this at their 135<sup>th</sup> location with several techs and specialized consultants. Matt shows up occasionally but has a hands-off management approach, preferring to leave basic decisions up to those he has most trusted by hiring them in the first place.

He has since developed a new company which helped fill a need for parts for his many devices he fixes. This occurred when a distributor here in KC planned to move his business to Dallas, his hometown which left Matt without his source of parts. He thought – why couldn’t I become that person and become the manufacturer and wholesaler of these needed parts and accessories, creating better margins for him, and a new competitor in the market. Boom! Done! A month later, **Device Parts Plus** was born, and it was happening and continues to grow today!

Another area Matt envisioned growth was dealing with school systems, starting locally and expanding later across the country. Schools provide laptops and tablets to thousands of students, and there is always a need to find them at decent prices but more so to have the capability to repair them when needed. You know what happens – he created a company specifically geared to handle these voluminous repairs, having them send their units overnight to his repair facility, and back to them in 48 hours or less. **Tech Cycle Solutions** takes care of the repairs, buys equipment to



## Weekly Newsletter

*"There is Strength in Our Numbers."*

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

June 7, 2018

meet their demands, and offers extended warranties on what he sells and what they already have. With 19,000 public schools across the US, he has a lot of challenges ahead.

**See Page 3.....**



**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 7-9**



## 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.

**June 7 – Darryl Hawkins – Innovative Design and Renovation at Deer Creek CC.**

**June 14 – Leigh Wagner of Leigh Wagner LLC at Deer Creek CC.**

**June 21 – Scott Swim of Legacy Mergers and Acquisitions at Deer Creek**

**June 28 – Tyler Webb DDS at Deer Creek CC.**

**July 5 – NO MEETING**

**July 12 – Mike Kopplin of Kopplin Wardrobe Management and Design at Deer Creek CC.**

**July 19 – Amber Sewell of Lutz Plumbing AT LUTZ PLUMBING.**

## QUOTES OF THE WEEK

### Trivia Question:-

What famous poet wrote the following:

The woods are lovely, dark and deep.  
But I have promises to keep,  
And miles to go before I sleep,  
And miles to go before I sleep.



### **MATT PAPERI – CONT'D FROM PAGE ONE –**

He also recently is assisting both Office Depot and Staples with their repair services they offer their customers. He is poised to expand this from Metro KC to other areas regionally and nationally.

And thinking ahead- could drone maintenance and sales be far behind? Who knows!

Having Computer Issues ??

**I CHANGED MY PASSWORD  
EVERYWHERE TO 'INCORRECT.'  
THAT WAY WHEN I FORGET IT,  
IT ALWAYS REMINDS ME,  
'YOUR PASSWORD IS INCORRECT.'**

One of the 7 Wonders of the World is  
50 feet high, 26 feet wide, and 1500  
miles long - it is the Great Wall of  
China.

Matt finished by sharing his current mantra for success in his business –

***"It's not just about being better, it's about being different. You need to give people a reason to choose your business."***

Thanks Matt for sharing your successes and the excitement, humor, and knowledge you bring to make each of us better entrepreneurs.

## NEED SERVICE? WE FIX DEVICES!



### Laptops/Computers

- LCD Replacement
- DC Jack Repair
- OS Reinstall
- Virus and Malware Removal
- Overheating Issues
- Chassis Repair
- Ram and HDD Upgrades
- Data Backups and Recovery
- Full Diagnostics



### Tablets/Smartphones/iPods

- Cracked Screen Repair
- OS Reinstall
- Audio Jack Repair
- Charging Port Repair
- Full Diagnostics



**DEVICE PITSTOP**  
BUY • SELL • SERVICE

Overland Park | 7113 W 135th Street  
913-703-5515 | [overlandparkks@devicepitstop.com](mailto:overlandparkks@devicepitstop.com)

## NEED CASH? WE BUY DEVICES!



### LAPTOPS

Acer, Apple, Compaq, Dell, HP, IBM, Sony, Toshiba & all other brands



### TABLETS

Apple iPads, Nooks, Kindles, Samsung & all other brands



### SMARTPHONES

Apple, Samsung, Android, HTC, LG, Windows & all other brands



### COMPUTERS

iMacs, all other brands of All-In Ones & select desktops



### APPLE PRODUCTS

All generations of Apple iPods & select Apple accessories



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## **AFTER THE FACT EVENT HAPPENING SOON !!!**

**Be sure to come join us on June 14<sup>th</sup> from 5:00 to 6:30 pm hosted by Rich and Bill Sirna of Sirna Brothers Hauling and Kevin Boehringer of BSE Engineers at the offices of BSE Engineers, 11320 W 79th St, Lenexa, KS 66214. See everyone there – always a fun location!**

***SAVE THE DATE:*** Christmas Party –  
December 8, 2018 at the Brass on Baltimore  
downtown.

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

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**From Erin Brown – Dolce Bakery –**

**Hi Prospectors,**

Dolce Bakery is looking to add enthusiastic people to our growing Team! We have another position open!

- The **Cake and Sugar Cookie Decorator** is a kitchen position with part time or full time hours available.

Our decorators create beautiful, delicious products to fill our pastry case and complete special orders, including weddings.

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 desserts with detail and care. Pastry decorating experience is preferred, but we will also consider applicants with artistic experience or abilities! You will need a willingness to work Saturdays and around holidays to meet business needs.

To apply, please go to <http://www.dolcebakes.com/joinourteam/> and submit the application form.

**If you have any causes you are supporting this spring,  
please pass them along to the newsletter editor.**



**Another GREAT Event  
in June / July coming  
up:-Zip Lining in Swope  
Park!!!!**

**Times and Dates to  
follow – Watch for it!!!**

**SAVE THE DATE: Friday October 12<sup>th</sup> – The Prospectors Club Annual Golf  
Tournament at Deer Creek CC. Shotgun start at 11:30am; Members who  
play are paid for; Guests are welcome at \$55 for golf / cart / beverages.  
Everyone else is welcome to attend the After Hours starting at 5pm at  
Coach's – location to be announced later. Questions, contact Rod Foster.**

**Watch for a date for our Annual Progressive Dinner in July / August.  
Interested in hosting appetizers, dinner, or desserts? Let Tyler Webb  
know asap!**

Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

MAY 31, 2018

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

X Adams, Linda Sears, Matt Payne, Janine, Bryan Papp  
Amber  
Airey, Douglas

X Alexander, Jay Mike Brosseit, Keith Steinger, Alan Herford, Rick Waterston,  
Neal Spencer  
Ashurst, Chase & Amy

Beckner, Pat

X Bell, Jim Amber S, Janie I, Ken Y, Matt P, Mike S, Neil S  
Rick W, Tyler W, Pas H, Keith S, Kyle P  
Belzer, Dan

Boehringer, Kevin

Bovard, Zach

X Brosseit, Mike Alan, Jay Alexander, Amber, Janine

X Brown, Erin Kathleen Cussen, Bryan Papp, Chris Pickering, Shen Mortko  
Mike Darby + coaches, Matt Papp, Mark G.  
Coherl, Stephanie

Cunningham, Rick

Cussen, Kathleen

X Dayal, Vivek Cliff OB, Dave F, Rich S, Matt P, Chris P, Phil G,  
Stephanie C, Dr. Twigg  
Douglas, Kyle

Eckinger, Bill

X Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

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

Flessner, Dave Vivek, Chris Pickering, Neil Spencer  
Kevin Full, Alan G, Leigh Wagman, Matt Puh pear. ee. o)  
Foster, Rod \_\_\_\_\_

Full, Kevin Dave Flessner, Matt Paperi, Amber Sewell, Bryan Rapp, Rich Sirna, Ed the Bug Guy  
Alan Heriford, Chris Pickering, Scott Swain  
Giordano, Nick \_\_\_\_\_

Giordano, Phil Rich S, Kevin Y, Keith S, Rick W, Sherril Tyler W  
Scott, Scott S, Alan H  
 Goodheart, Alan STONE, HUTCHISON SIRNA

Goodheart, Bruce \_\_\_\_\_

Hardin, Das Chris P, Alan H, Stephanie C, Matt P, Rich S, Neil S, Ann W  
Jane S, Jan S, Norm Y, Kyle P, Prospero  
Hawkins, Darryl \_\_\_\_\_

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

Hobbs, Derek Tyler, Neil, Lindsay Rich

Holk, Dan Kemp Steiniger

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

Hutchison, Ed Rapp, Alan G, Ken

Kopplin, Mike Drew, Ken, Keith, Leigh, Kevin  
York

Mortko, Sheri \_\_\_\_\_

Mullen, Jessica \_\_\_\_\_

O'Bryan, Cliff Alan Goodheart, Vivek Dayal, Jan Bell

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

Paperi, Matt Jay Keith, Noel, Margot Chalik, Pod, Dave, Linda, Janice, Dan  
Sipri, Abu Kevin, Vivie, Ed, Rick, Bryan, Brad, Janet, Dan  
Phar, Matt \_\_\_\_\_

~~DEB~~

Pickering, Chris Hobbs, HARDIN, Douglas Bell; SPENCER, TIERSTRUP, DAYAL  
HOLKETT, TWIG, SHEETON, BROWN; ASHURCT, FOSTER; RICKNER; AIREY  
 Pickering, Margot Spencer, Ed, Paperi, Hobbs, Rapp, L. Holkett  
Stone, C. Pickering



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

Rapp, Bryan Rick W, Chad, Matt Paperi, Brownie, Sheri, Sean, Erin, Kathy, Dave  
Chris, Murray, Jan, Mutt Row, Zach, Leigh, Kyle, Stephanie, Linda, Mike Bassett  
Runyan, Joe \_\_\_\_\_

Sewell, Amber Alan Henford, Kevin York, Jim Bell, Kevin Full, Mike Bassett, Matt Paperi, Brad Tully,  
Dr. Sean, Linda Adams Brown Simpson, Matt Phar, Rick Wolcott, Rich Sima  
Shelton, Jennifer \_\_\_\_\_

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

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

Spencer, Neil Jim Bell, Coach's, Kyle Douglas, Dave Flossner, Das Harding,  
Matt Paperi, Chris Pickering, Margot Pickering, Rich Sima  
Stein, Jeremy \_\_\_\_\_

\_\_\_\_\_  
Steiniger, Keith \_\_\_\_\_

\_\_\_\_\_  
Stevens, Robyn \_\_\_\_\_

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

Swim, Scott Chris Pickering, Keith Steiniger, Phil Gardner

Terstriep, Janine Steph, Rick, Sheri, Rich, Kevin, Brownie, Tyler, Kyle  
Alan H, Leigh, Jim, Amber, Brad, Chris P, Chad Thompson, Alan's  
Trondson, Chad \_\_\_\_\_ Linda Adams

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

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

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

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

\_\_\_\_\_  
Wolverton, Rick \_\_\_\_\_

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

**GUESTS**

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

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