



You Can't Predict What Tomorrow Will Bring, But You Can Certainly Plan for the Inevitable Today.

The more members we hear from each week, the more stories are shared about their upbringing coming from working the land. Mostly from being raised on a farm, or having grandparents that owned land and they helped work it as a young child. Great memories, and wonderful teaching moments in life.

This week, without fail – another great story. From a small farm in rural Nebraska comes a business owner who began his quest for glory at a young age without knowing it. You see,



Scott Swim of Legacy Mergers and Acquisitions is

another one of those lucky souls being raised in a family that carries a strong work ethic, learning right from wrong. Scott's family had a farm and ranch 30 miles from the nearest town. They all worked hard and long hours. His father raised cattle and hogs on separate farms. Scott got his first cow as a young teen, and had to decide – shall I raise it to eventually slaughter, or do I keep her and breed her for more cows that would become dairy cows? Hmm? What to do?

When he was 16, he got his first bank loan, and bought 30 head to begin that dairy milking phase of his life. After years doing that, he knew it was time to stop spending nearly 24 hours a day with them.

Scott through the years was always industrious and has owned a car wash, a consulting business, and has always had a soft heart for business owners who were going through rough times. In 2008, the farm economy, along with the rest of the country was not in the best of shape. He did what he could to help others survive – making them profitable so they were in a position to sell and have a nest egg to retire.

He found a new way to channel his learned expertise. He loved transitioning a business from failure to success. But the toll was taking its best on Scott. Travel and being away from home was tiring. This was when a broker called and wanted Scott to join their firm. He told Scott how he should change what he was doing from just sales to becoming a true

service provider to those in need. He did this for about 3 years, and in 2016, became a partner with his current firm – Legacy Mergers and Acquisitions, based in North and South Carolina, but Scott serves as there Midwest liaison.

Getting to give someone a check for a million dollars or more was a very big deal to him. He loved this opportunity!

His successes, of course, have not come without going through some amazing transitions and moments in life. After being married and raising several children, it was hard to imagine leaving his wife. Sometimes in life a second chance is what you need, as Scott found when he met his second wife, having a second set of children to raise and love.

His biggest life changing moment was having traumatic health issues while with family at a huge family bonfire celebration. He was life-flown out, seeing that bonfire, and not knowing if he would ever see any of his family again. After months of recovery, he was much better and back in the saddle again.

No matter where you are in your business (just starting up, or having been in business for 25 plus years), it is never too early to have an exit strategy in place. This becomes a team effort, determining the business' value using strategic planning, making capital improvements, and having all your legal and financial needs in order. You should try and maximize your company's value.

Scott said that most businesses that are prepared to sell normally get purchased in 8 to 10 months. 9% of them could be on the market for over 2 years, and nearly 44% are first-time buyers. He went on to say his target businesses he deals with are in the \$1 Million to \$30 Million range. The value of these are determined by the amount of cash flow they produce. *(But after his speech, he reiterated he deals with all sizes of businesses, so do not feel you may not fit his target market – he has resources for many people that may be looking for a business just like yours!)*



Weekly Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

June 28, 2018

Scott brings so much expertise to the table. The best thing he said was you "need to get to know me so you can trust me." He is there to help each of us plan smart so we can leave a legacy for both future owners and for us as sellers

See Page 3.....



WE ARE AT DEER CREEK CC – 7300 W. 133RD 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 before you visit our group so we can make sure there are no category conflicts with our current members.

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 Deer Creek CC.

July 26 – TBA

Aug. 2 – TBA

Aug. 9 - TBA

QUOTES OF THE WEEK

(Dr. Webb.....)

Trivia Question:-

What percentage of the water on Earth is drinkable?



The legendary group comprised of Eric Clapton, Jack Bruce, and Ginger Baker was known to many as Cream.

CONT'D FROM PAGE ONE – Scott Swim Cont'd...

There is no way he could have covered everything and addressed your individual concerns and questions. Best thing to do – grab him after a meeting, or schedule a cup of coffee before work. Promise you won't

be disappointed. Thanks Scott for letting us get to know you so we can plan for all our tomorrows.

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**



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 12th – 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:-

June 21, 2018

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

Adams, Linda Rich, Kevin, Janine, Sean, Matt,
Rebyn, Kyle

Airey, Douglas

Alexander, Jay

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim Alamy, Amber S, Chas P, Kevin V, Kyle D, Matt P
Tyler W, Rich S

Belzer, Dan Keith Steiner, Kyle Douglas, Brian Kapp, Rick Wolberton,
Richard Sims, Matt Paper, Chas Trudson, Sheri Matko, Sean, Phil G, Ed Hutchison

Boehringer, Kevin SIRNA, DOUGLAS, BROSEIT, DAYAL, HELLFORD, COCHERL,
YORK

Bovard, Zach

Brosseit, Mike

Brown, Erin Sheri, Linda Adams, Mike Darby+Coaches, Chris Pickering,
Bryan Rapp

Cochert, Stephanie Rick Wolberton, Rick Sims, Janine T, Amber, Kevin B.
DAS & Cindy, Phil G.

Cunningham, Rick

Cussen, Kathleen Phil, Rick, Rick, Keith, Alan G, Dr Sean
Dr Brad, Sheri, Volleyballers

Dayal, Vivek Kevin B, Tyler W, Rick S, Dr Truss, Matt Paper, Cliff OB
Chas P, Alan G, Stephanie C, Dave F, Phil G

Douglas, Kyle

Eckinger, Bill

Eidson, Ken Rebyn Stevers

Emerson, Bill

Felton, Dr. Sean

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

Flessner, Dave Rich Sirna, Matt Paperi, Neil Spedcer, Vivek
Kevin Boehminger, Kevin J Felle
Foster, Rod _____

Full, Kevin Dave Flessner, Matt Paperi, Amber Sewell, Bryan Papp, Rich Sirna,
Kevin Boehminger, Ed the bug guy, Alan Hartford, Chris Pickering, Scott Swick, Peter Stevens
Giordano, Nick _____

Giordano, Phil Rich, Rick, Keith S, Sherry, Kathleen
Danna B, Matt P, Stephanie, Ren E, Scott S

Goodheart, Alan Adams, Dayal, Eidson, Mortko, SIRNA

Goodheart, Bruce _____

Hardin, Das _____

Hawkins, Darryl _____

Heriford, Alan Amber S, Amy/Chase Das, Erin B, Janine, Jan Bell, Keith S, Kevin B,
Kevin Y, Kyle D, Matt P, Matt Paperi, Mike B, Rick S, Rick W, Scott F, Sam E
Hobbs, Derek _____

Holk, Dan _____

Holland, Ed _____

Hutchison, Ed Alan G, Rich, Jane F

Kopplin, Mike _____

Mortko, Sheri _____

Mullen, Jessica _____

O'Bryan, Cliff _____

Oettmeier, Dr. Bert _____

Paperi, Matt JAY, Keith, Neil, CHRIS, Marco, DNE, Red, Linda, Janie
Alan, Sean, Vivie, Ricc Ed, Kyle, ERIN CHASE, DAN JAMES

Phar, Matt Alan H, Amber Sewell, Chris P, Cliff, DAS, Erin B
Jan B, Keith, Kevin Y, Matt P, Zach

Pickering, Chris NEIL, HADDIN, DOUGLAS, TISDALE, DAVIAC, MALUSKON, TULLO;
STRETON, BROWN, AUGUST, PETER, BEATRICE, ARSIC, SWINA

Pickering, Margot Boenroth, Sirna, N. Spedcer, Stinger, Rye Studio,
Vivek, Cunningham, Ed.

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

Rapp, Bryan Rock, Chad, Rob, Mutt P, Mutt P, Brownie, Sheri, Sean, Erin, Kelly
Dee, Chris, Morgan, Ken, Zach, Leigh, Kyle, Stephanie, Jess, Kevin Hill,
 Runyan, Joe _____

_____ Sewell, Amber _____

_____ Shelton, Jennifer _____

_____ Simpson, Brownie _____

Plaintiff Sirna, Richard Cissen, Gail, Nana, Carol, Pappi, Daryl, Coak, Jan, Justin, Small
ED, Belva, Brown, Willy, Gail, Susan, Susan, York, Betty, Hugh,
 Spencer, Neil Linda Adams, Mike Darby, Wachs, Ryle, Douglas, Dave Messner, Alan Newford,
Cliff O'Bryan, Matt Paperi, Margot Pickering, Rich Smith, Kevin York, Volleyballers
 Steiniger, Keith _____

Stevens, Robyn Renaudson \$\$\$ @, Keith Stages, Leigh Wagner

Stone, Janet Kevin B, Rich S, York, Brad J, Kevin J.

Swim, Scott Giordano Pickering

Terstriep, Janine Scott, Rick, Sheri, Rich, Kevin, Brownie, Tyler,
Alana H, Alana G, Leah, Amber, Chris, Frada
 Trondson, Chad _____

Twigg, Brad Chris, Pat, Janet, Kathleen, Stephanie, Phil

_____ Wagner, Leigh _____

Webb, Tyler Jim Bell, Phil G., Chris Pickering, Janine, Das

Wilkinson, Ann Rich, Kevin B, Sheri, Keith, Cassa

Wolverton, Rick KEITH JERRY CHRISTIANINE KEVIN'S RICH PATIC

York, Kevin NEILS, ALANA H, BROWNIE, Kevin B, RICH S, MATT PER, JANINE
JIM BELL, JANETS, AMBER, MIKE B, KYLE D.

GUESTS

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