



Today's world is not like the Wild, Wild West at all!!

That's right – way back when life was much simpler, and you used bow and arrows, guns, and hatchets to settle things, there was not much thought to what happened when something broke, got stolen, or if your neighbor fell on your property or said something derogatory to you.

Now fast forward a hundred years, and no one would think twice of owning a home, an automobile or motorcycle, art or other valuables, or your health without knowing you are properly insured. You would be a fool to think you could beat the odds and not carry insurance on these, but some do just that. It is certainly not the case and NOT what **Bryan Rapp of the Bryan Rapp Agency** tells any of his clients.

For nearly a dozen years now, Bryan has made a huge difference in letting his clients know what their options are and explaining to them how they can best maximize their overages for the best dollars they have to spend. Bryan stressed early on that even if you are not a client, and you have a question, he WANTS YOU to pick up the phone and call him. He wants to make sure you have the best information, whether you use him or not. Now that's a true friend and businessperson.

His upbringing was here in Johnson County. He graduated from SM South, and loved all kinds of sports activities. His real motto was something like "Work hard, play hard". Kind of a bit blasé, but still stands the test of time. At Pittsburgh State U, he earned a degree in auto technology, an area which came real easy for him since he was a small child watching his father and grandfather work on their autos.

Originally he was being groomed into family farming and dairies the first few years, but that all changed. He got his start working on cars himself and ended up working a bit on the claims side of insurance for American Family, but did not like the way people were being treated by his contemporaries.

It was management at AmFam who took a look at Bryan and saw in him some potential that others may not have seen. AmFam is an amazing company, standing behind whom they believe will make the difference between a mediocre agent and a GREAT agent. They offered him, and other fellow agents in his class a chance to work for their first 5 years while paying back their franchise obligations to them. He has worked so hard to make sure his agency does what it takes to make a difference. He said his first 10 years were some of the hardest!

And when you call or meet with Bryan you find out just how passionate he is about his work ethic. If he doesn't know the answer you are needing, he'll find out and let you know what it is. He can find out most anything that's needed. Bryan even takes and meets with 6 other agents who get together to network and help each other solve service issues.

He wound up the presentation asking if we knew what the largest possible loss you could have would be? It seems to be liability insurance - so necessary to protect every phase of our lives. It is best to have an Umbrella coverage policy, which handles everything under once policy and is easier and more practical to take care of. Traditional overages have been at levels of \$100,000 per person and \$300,000 per occurrence, but with the way today's prices have escalated, it is not out of the realm of possibilities to see it be more like \$250,000 per person coverage, and \$500,000 per occurrence.

So next time you need to review and renew your insurance coverage, maybe let Bryan Rapp help you evaluate what works best, and if Bryan IS YOUR agent, take the time to allow him to bring you up to speed with any changes that have taken place in the last year. You will be happy with results either way. Thanks Bryan for taking stock in serving the Club as a Board member in the



Weekly Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

August 9, 2018

past and in stepping in when needed. You are a great asset to those of us who've come to know you.



**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 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 before you visit our group so we can make sure there are no category conflicts with our current members.

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Aug. 9 – Special Presentation at Deer Creek - Feng Shui for your Life.....Robyn Stevens Feng Shui.

Aug. 16th – Dan Belzer of Belzer Carpet Cleaning at Deer Creek CC.

Aug. 23rd – Linda Adams of Cherry-Pickers Marketing at Deer Creek CC.

Aug. 30th – Rod Foster of BancCard Credit Card Services at Deer Creek CC.

Trivia Question:-

What is the name of the old grey donkey in “Winnie the Pooh” ?



QUOTES OF THE WEEK

SELL
THE PROBLEM
YOU SOLVE,
NOT
THE
PRODUCT.

There are actually only three golf balls that are resting on the Moon.

PROSPECTORS EVENTS SOCIAL CALENDAR 2018 – SAVE THE DATES

<p>July 26th Special Breakfast at Deer Creek. Come hear from your Lake Tahoe Team in Training Riders as they recount their Big Adventures during this summer's great ride around Lake Tahoe.</p>	<p>August 9th – Special Presentation at Deer Creek - Feng Shui for your Life</p> <p>It's all about making sure your energy is in sync with where and how you work, and the items that you use every day. Hear Robyn Stevens of Robyn Stevens Feng Shui explain to us what we can do to create a great place to live and work in every day. Don't miss this chance to learn more about Feng Shui.</p>
<p>August 18th – Our Tenth Annual Progressive Dinner Party - Come join your fellow Prospectors for a deliciously FUN evening of dining and socializing. Evening starts around 5pm at Chris and Kathy Pickering's home for appetizers, then we travel over to Rod and Carolyn Foster's for the main course and sides, with the grand finale of desserts to end the evening at Matt and Nancy Paperi's estate.</p> <p>Plates, utensils, set-ups will be provided at each location. You can B.Y.O.B. the beverages of your choosing. Come ready to experience the best dining experiences at three great settings. More info to follow.</p>	<p>September 6 – Breakfast at Johnson County Automotive with Alan Heriford hosting. The weather should begin to head into fall temps, and the atmosphere is always quiet, serene, and the ambience is amazing! Come join us for a grease-free meal experience.</p>
<p>September 27th – Breakfast at Reconciliation Services, 3101 Troost Ave., KCMO. Cliff O'Bryan is welcoming us to come experience the organization that is so near and dear to his heart, and learn a bit more about what they do and who they benefit. A great chance to see Kansas City in another perspective. Don't miss this amazing morning!!</p>	<p>Thursday, Oct. 11th – NO MEETING THIS THURSDAY</p> <p>Friday, October 12th –Cool weather can mean only one thing - It's our Prospectors Annual Best Ball Golf Tournament held again this year at Deer Creek Golf Club. Save the date to be your date for golf! Tee off is about 11:30 am and an After Hours starts at 5pm at Coach's South, 135th and Grandview.</p>
<p>Saturday, December 8th – Better mark your calendars !! It's our Annual Prospectors Club Christmas Party!</p> <p>Same location as last year – Brass on Baltimore, 1228 Baltimore Ave., KCMO</p> <p>6pm – 9:30pm – Open Bar; 9:30pm to 11pm – Cash Bar; Dinner at 7:30pm; 9:15pm – Program. A great venue to come celebrate the Holidays with your Prospectors Family, so please plan on attending this joyous event. More details to follow.</p>	<p>December 20th – Special Breakfast at Deer Creek – our Annual White Elephant Gift Exchange. You will need to bring a gift to get a gift. Three exchanges and it's yours! And we will have a special breakfast menu planned so don't miss our last meeting of 2018 !!!</p>

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

Home Care Project Assistant Needed

Doug Airey of Doug Airey Home Care is looking for an assistant to help with numerous home repair and remodeling projects. Some experience in this field a plus. Would fit someone who is retired and is looking to keep themselves busy. If interested or you are wanting an interview, give Doug a call at 816-853-0359.

Position Available - Hangers Cleaners / Kathleen Cussen

We are looking to add a team member at our Martin City location. This is a customer service position, so a friendly upbeat attitude is a must (you don't have to wear the mascot costume, unless you want to). Monday thru Friday, 2 pm (could do 3 pm) - 6 pm and Saturdays 8 am - 12 pm. Please apply in person at 13852 Wyandotte Street or online at www.hangerskc.com.

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

Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

Aug 2, 2018

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

Adams, Linda

Airey, Douglas

✓ Alexander, Jay Matt P, Matt Phos, Mike B, Keith Sr, Tyler W.

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim

Belzer, Dan

Boehringer, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin

Cocherl, Stephanie

Cunningham, Rick

✓ Cussen, Kathleen Phil, Chris, Rach, Rick, Keith, Jan, Erin
Sheri, Alan G, Margo, Volleyballers, Joe Runyan

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

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

Flessner, Dave

Foster, Rod

Full, Kevin

Giordano, Nick

Giordano, Phil *Rich S, Kathleen, Sherri M, Rick W, Sean P, Brad J, Tyler W, Alan H, Bryn Matt, Janet S, Margot P*

Goodheart, Alan *ED - KOPPLIN - SPENCER YORK*

Goodheart, Bruce

Hardin, Das *Chris P, Alan H, Tyler W, Neal S, Rich S, Kyle D.*

Hawkins, Darryl

Heriford, Alan

Holk, Dan *ack Waverston, Keith Steiniger, Ruth ZRNA*

Holland, Ed

Hutchison, Ed *Janet, Steg, Allan E, Rich, Linda*

Kopplin, Mike *David Flessner, Rich S, Alan, Goodheart, Robert, Keith Steiniger*

Mortko, Sheri *OPick, Bryan, Dan, Kathleen, Keith, Erin, Robyn, Phil, Rick, Rich, Jen, Alan O, Janine, Linda, Sean, Leigh, Brad*

Mullen, Jessica

O'Bryan, Cliff

Oettmeier, Dr. Bert

Paperi, Matt *Jay Keith, Neil, Chris, MARGO, Ed, Dore, Linda, Janie, Alan, Doug, Steve, Ruth, Kevin, Sean, Pat, Rick, Bryan, Kim, Phil, Erin*

Phar, Matt

Pickering, Chris *Paperi, STEFAN, HARDIN, STEINIGER, DEWITT, BOSSIT, JAYAL, Brown, Tingo, ASHLEY, MORTKO*

Pickering, Margot *Paperi, Goodheart, Rapp, Sherri, Phil*

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

X Rapp, Bryan Janet, Linda, Stephanie, Kyle, Virginia, Zach, Matt Phr, Ken, Chris
 Wadsgo, Dan, Keith, Erin, Sean, Sheri, Brownie, Matt Paperi, Rick, Chad, Rick
 Runyan, Joe

Sewell, Amber

X Shelton, Jennifer Cirna, Steiniger, Wilkinson, Wagner

Simpson, Brownie

Gochneut
Kelly Sprance
 X Sirna, Richard Hulk Pickering, Coach Bochnager, Full Steyer, ED Marco, Trenton York
 Sprance, Anna, Dick Adams, with Marklin Cussen, Pappi, Giordano, Markko, Haron

X Spencer, Neil Dan Belzer, Kyle Douglas, Kevin Full, Alan Goodheart, Paul Hardy,
 Alan Benford, Matt Paperi, Rich Sirna, Brad Twigg, Volleyballer

X Steiniger, Keith Webb, Douglas, Koplin, Rapp, Paperi, Markko, Stevens, Brown
 Pickering, Hulk, Shelton, Hutchins, Giordano, Cussen, Sirna, Wolverton

X Stevens, Robyn Janet, Anna H Green, Keith, KENN F

X Stone, Janet Kevin Y, Brad, Tyler, Ed, Ann

X Swim, Scott Chris Pickering, Phil Giordano

Terstriep, Janine Steph Rick, Sherr, Rick, Kevin, Brownie, Tyler, Alan H
 Leigh, Chris, Alan G, Linda, Erin

Trondson, Chad

X Twigg, Brad Janet, Rick, Chris, Erin, Sheri, Dr Leigh

Wagner, Leigh

X Webb, Tyler Dave Flessner, Keith, Janet, Das, Zach, Rich Sirna, Mike Koppin, Jacine, Coach Sam,
 Jay, Phil, Sheri

Wilkinson, Ann

X Wolverton, Rick BRAD T. DAN JANINE SHERRI PAPPI ED RICH ROBYN

X York, Kevin JANINE, JANET, Amber, Matt Phr, Kyle D, Mike B,

GUESTS

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