



You love flowers but you cut them. You love animals, but you eat them. You tell me how much you love me, so now I'm scared.

This year Christmas for the Prospectors came a few weeks later, but when the weather turns cold, you know it's time to take a visit. When we come to see **Das Hardin of Village Flower Company** each November, it must be the official kick start to the Holiday season. You can't even think of one business that is so nicely decorated and puts you into the Christmas spirit better than Village Flower.

And you would understand why it is that way knowing Das' humble beginnings in college when, as a horticultural student, his first job there was at a flower shop in Manhattan, KS. When he graduated, he came to KC working for other small floral shops, working up the ladder and finding his way, learning all the while. When the opportunity arose to possibly purchase his business, he had the knowledge to understand what to offer and how to negotiate. He still says it was the best move he ever made. He has truly maximized the space in the Prairie Village Shops he has, and continues to create amazingly exciting displays with his merchandising. Das knows his strengths, so he continues working the books and numbers, and leaving a lot of the front end to Cindy who is great at matching product to their clients. The shops surrounding Village Flower all have a great neighborhood draw of clients, thus maintaining a good traffic flow of customers to their store all day long. Das' current space was a flower shop before he bought it, backed with D. W. Newcomer's Funeral Home money. But Das said they were losing

money each year before Das took the helm to the tune of about \$30K. And it was filthy.

So Das played it cool, and did not get too excited about buying the business – or at least he did not put on like he was excited. But reality was he wanted that space BAD! He held on until he got what he wanted at the price he wanted. And once he signed the lease, he started cleaning it from top to bottom.

Das told us how November and December are two of his best month's business-wise. He has more revenue during the 6 week period leading up to Christmas than any other 6 week period. Mother's Day sales is mostly a 3 day event and Valentine's Day encompasses that week leading up to Feb. 14th.

Das has had in place for several years a Standing Order Program that waives his delivery charges if you schedule having flowers or plants delivered on a regular basis to someone or a company. He has acquired sales to assisted living facilities and nursing homes because having fresh flowers around had made such a big difference to their residents. He also mentioned how his funeral business is not dead at all, but rather people are buying flowers and taking them to decorate the graves of their loved ones. Here Das just says he wished they would have purchased flowers for those they loved while they were alive and not waited until they were gone. But either way, he is happy



Weekly Newsletter

"There is Strength in Our Numbers."

www.prospectorsclub.com

December 6, 2018

they are thinking flowers as a way to remember their loved ones. Das – thank you for all you've done for the Club and for keeping us all informed about the proper care of our floral choices, and being there for some sad, but many more happy occasions that we celebrate with flowers and plants.



**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.

Cont'd from Page 1.....

Nothing carried over today.....

Dec. 6 – Janet Stone of REMAX First State Line at Deer Creek CC.

Dec. 13 – Rick Wolverton of Advanced Interiors at Deer Creek CC.

Dec. 20 – Annual White Elephant Gift Exchange at Deer Creek CC. – Bring a gift to get a gift; special breakfast; last meeting of the year.

Dec. 27 – NO MEETING - CHRISTMAS VACATION

Jan. 3 – NO MEETING – NEW YEARS VACATION



Trivia Question:-

Who sang the song *Mellow Yellow*?



QUOTES OF THE WEEK

HAPPY

CHRISTMAHANUKWANIVUS

*Join us for a celebration of
the Holidays!*

(Christmas, Hanukkah, Kwanzaa,
and Festivus for the rest of us).



The British colony which has a famed jade market on Canton Road is Hong Kong.



SNOW CANCELLATION POLICY

If there is enough snow or ice to cancel classes for the Blue Valley School District, then we will HAVE NO MEETING that Thursday. Be sure to check your local television or radio stations, and Facebook (Prospectors Club and Inside PBC) before the meeting for the latest school closing.

PROSPECTORS EVENTS SOCIAL CALENDAR 2018 – SAVE THE DATES

<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>

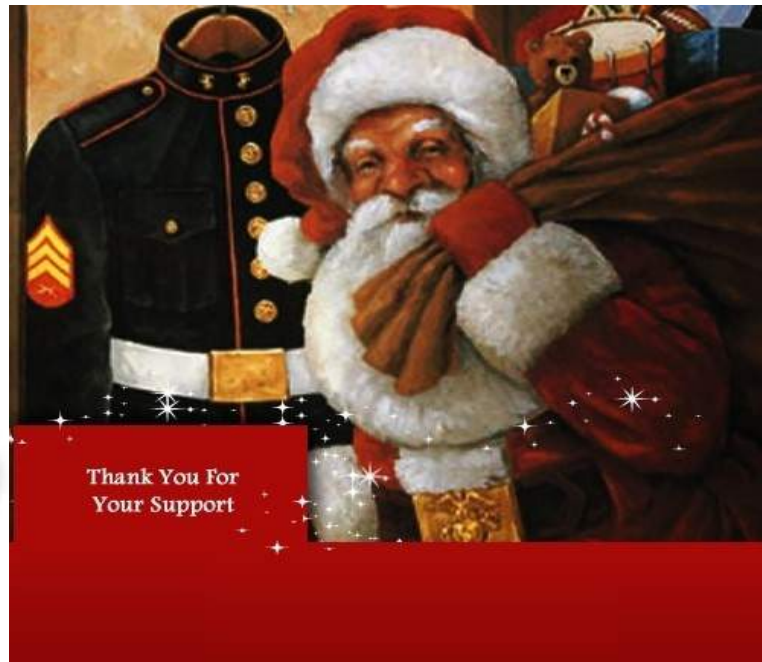
BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

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



3rd and 4th Quarter dues are NOW DUE !!!

If you have not paid them by December 1st, you will not be able to attend the annual Christmas Party on December 8th. Please make every effort to get your dues to Jim Bell asap.



Please remember that Thursday, Dec. 13th meeting is our **U.S. Marine Reserves Toys for Tots Day at Prospectors** breakfast. Be sure to bring a **NEW UNWRAPPED TOY** for a child (Ed is asking for something a 12 to 14 year old could use.)

Or if you cannot make the meeting on the 13th, call Ed (816-616-6138) and he will make arrangements to pick 'em up.

Thanks Ed for all you do to support this great cause.

Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- 11/29/18

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

Adams, Linda

Airey, Douglas

Alexander, Jay

Ashurst, Chase & Amy

Beckner, Pat

X Bell, Jim Alan F, Paula J, Fred T, Brown S, Christ Greg
Belzer, Dan Laura F, Keith S, Matt W, Rick S, Rick W, Tyler W

Boehringer, Kevin

Bovard, Zach

X Brosseit, Mike Herford, Amber, Kevin Full, Pickering, Rylee D.
DAS, Janine, Dolce

Brown, Erin

Cocherl, Stephanie

Cunningham, Rick

X Cussen, Kathleen Phil, Rick, Rick, Keith, Harber, Mike B, Gregory
Dase Cindy, Erin, Sheri, Matt, Phai

X Dayal, Vivek Dr Twigg, Cliff OB, Rick S, Dave F, Kevin B,
Malt P, Sheri M, Chris P, Phil G, Grego

☺ Douglas, Kyle Wade A, Rick W, Kevin Y, Chad T, Janine T, Neil S

Eckinger, Bill

Eidson, Ken

Emerson, Bill

Felton, Dr. Sean

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

- Flessner, Dave
- Foster, Rod Rick S, Kathleen C, Rick W, Edna B, Sheri M,
Kevin H, Janine T, Bryan R, Das H
- Full, Kevin Dave F, Matt P, Rick S, Annie S, Scott S, Kean H, Rod F,
Grego, Janet S, Amy P, Dr Tyler W, Coach Tenn, Kathleen G
- Giordano, Nick
- Giordano, Phil Kathleen Keith S, Rick W, Rick C, Rick
- Goodheart, Alan
- Goodheart, Bruce
- Hardin, Das Pickering, Heriford, Foster, Pharr, Shelton
- Hawkins, Darryl
- Heriford, Alan
- Holk, Dan Das + Cindy, KENT STEINIGER
- Holland, Ed
- Hutchison, Ed
- Kopplin, Mike
- Mortko, Sheri
- O'Bryan, Cliff
- Oettmeier, Dr. Bert
- Oppold, Greg Brad Lewis, Amber, Kevin Full, Das, Vicki, Kathleen, Janet,
Jim, Kyle, Matt P., Rick Sierra, Rick Woolverton, Cliff O'Bryan
- Paperi, Matt
- Phar, Matt
- Pickering, Chris HARDIN, PICKERING, TALOC, JESSE, SHELLON, MATT RO,
BLOOM, SEWELL, RICK, ASHLEY, PAPERI, DARRYL, BRASSETT, ALICE, SWAN, DARRYL
- Pickering, Margot

