



***"Ninety percent of all millionaires become so by owning real estate."*** -Andrew Carnegie

It's one thing for most of us living here for 10 or 20 years and to have seen the recent changes to the business and commercial building landscape. It is another to have grown up your entire life in the Kansas City Metro area, and remember when you lived in Overland Park near 75<sup>th</sup> St. before it was ever named that. It is Pat Beckner of Beckner and Associates who was one of few who grew up here and saw it all.

Back in the 1960's, even I remember coming to Kansas City and heading to Metcalf South Shopping Center, the premier mall at the time, and it was the southwestern most tip of the city. Standing in the parking lot looking west, all you saw was farmland.

Pat, as a young child, had to go out to Olathe to use their community pool back then. A lot has changed and grown and Pat has watched it all transpose with his own eyes.

He had a varied career leading to his real estate story. He was schooled in the field of education as a teacher. After several years, he went back to school and got his degree in school administration, which led him to become an Assistant Principal. And eventually a Principal and Superintendent positions presented themselves.

But as most of us know, after a while, one can get tired of the day to day routine, and want something difference to challenge us. Pat had long enjoyed watching the city grow. And he was knowledgeable in real estate to a certain extent. So he decided to make the change and signed on with Coldwell Banker where he nurtured his love of dealing with other businesses and finding them property opportunities which were ripe for the picking at that time.

Then in 1989, he branched out on his own to start Beckner & Associates. It was an exciting time with challenges selling spaces and buildings at 18% interest rates.

A few years later, his daughter Kristen came onboard to help with the administrative and RE management of properties he sold. She explained how the management of their properties has transpired from

communications by phone or in person to now using a Work Order that is texted to the maintenance crew responsible for taking care of these issues. It is now a smoothly run system that enables them to stay on top of what needs to be done and how to prioritize them. Kristen does a great job in coordinating these essential details.

So when Pat opened his presentation, he asked the simplest of questions - does anyone know what he does as his principal business description? There were a few futile attempts, but it came down to him answering in the simplest of terms - **"I sell and lease commercial real estate."** Boom. That's it!

Pat continued to explain that for those who can afford to do it, planning on buying a building to conduct your business is the smartest investment to consider at this time. But how do you pay for it? You would mortgage it with a secured loan and plan to roll it over to a new interest rate in three to five years. Right now leases are very stable, although you may see a downturn in some markets.

Right now with more expansion into JoCo, cities are giving businesses benefits and incentives to build in their locations. And rates are very stable in the \$35 to \$45 per square foot range plus taxes and common area maintenance. Pat tells us the best market is what he called an owner / user buyer. Here you would buy a building, use say half of it for your business, and lease the other half out to those wanting to lease. If you have that ability to buy, now is the time to do it!

He also explained the lease to buy option, where you lease a space for say three to five years with the option of buying it at the end of that term. And with SBA loans for build out, furniture, a remodel, and equipment and working capital, and with rates near 10% down, it is a no brainer to apply and use OPM.

Pat knows there are many other questions you may have that he could not ever cover in 30 minutes. So pick up the phone or catch



## Weekly Newsletter

*"Be Present and Get Involved."*

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

**January 24, 2019**

him after a meeting, and see what he can help you with. He is thorough, knowledgeable, and discreet.

Thanks Pat for always giving us insight into the world of commercial real estate - and thanks for being a part of Prospectors.



**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 5-7



## **SPECIAL PRESENTATION THURSDAY**

**Going to be FUN and HELPFUL !!!**

**Don't miss out !!**

Sheri Mortko of Live Like You Mean It Life Coaching is speaking this week. Thursday's meeting will be **all about YOU and US !!** If you are great at talking about yourself and your work, EXCELLENT! If not, we can help.

So please be ready to discuss your answers to these three questions so we can Rock & Roll on Thursday:-

***How and why did you get into your line of business? (Include dates, if possible)***

***What is the story of your greatest business accomplishment?***

***What are the greatest lessons you have learned in your line of work?***

This will help you figure out where you came from, what you've accomplished, and the lessons you've learned. These will be the basis of updating your biographies on the Prospector website which will become fresh and exciting!

**Think about each question and come ready to discuss them on Thursday.**

Thanks,

Sheri



## 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 Matt Paperi, our Membership Chairman a call at 913-717-7792 or email him at [mpaperi@techcyclesolutions.com](mailto:mpaperi@techcyclesolutions.com) before you visit our group so we can make sure there are no category conflicts with our current members.

Jan. 24 – Sheri Mortko of Live Like You Mean It Coaching –at Deer Creek CC.

Jan. 31 – Vivek Dayal of Phone Tech Communications at Deer Creek CC.

Feb. 7- Matt Paperi of Tech Cycle Solutions at Deer Creek CC.

Feb. 14 – Dan Holk of Motivation Through Incentives at Deer Creek CC.

Feb. 21 – Stephanie Cocherl of CrossFirst Bank at Deer Creek CC.

Feb. 28 – Chris Pickering of The Pickering Law Firm at Deer Creek

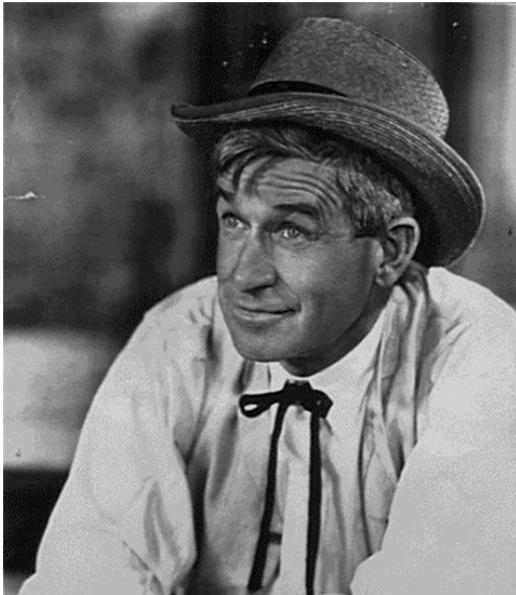
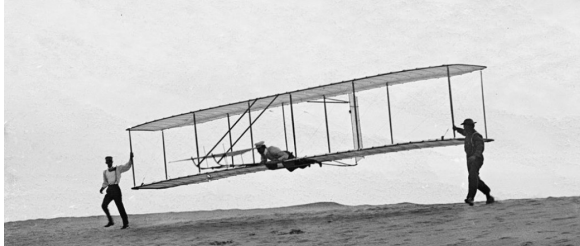
*Cont'd from Page 1.....*

*Nothing carried over today.....*

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### Trivia Question:-

Where did the Wright Brothers make their very first flight in 1903?



### QUOTES OF THE WEEK



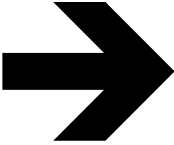
The man who was credited with saying "I have never met a man I didn't like." was Will Rogers.



### 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

<b>MAJOR EVENTS OF 2019 !!!!!</b>  April 7 <sup>th</sup> (Sat.) – Brew-to-Brew Run – from Blvd. Brewing Co. to Lawrence, KS. To sign up or for more information, contact Jen Shelton to sign up or for more information.	<b>More to be announced soon.</b>  

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

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**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:-

JAN. 17, 2019

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

X Adams, Linda Shouts for all the hard work and  
encouragement - to all Prospectors!

Airey, Douglas

Alexander, Jay

Ashurst, Chase & Amy

Beckner, Pat

X Bell, Jim Alan G, Kent S, Brad T, Alan H, Chris P  
Salim T, Rick W, Matt P

Belzer, Dan

X Boehringer, Kevin SIRNA, DOUGLAS, DAYAL, YORK, HARTFORD, TWIGG, C. FICKERING  
BROSSEIT

X Bovard, Zach Phar, Phil, Hutchison, Webb, Papp, Swell  
YORK

Brosseit, Mike

Brown, Erin

Cocherl, Stephanie

Cunningham, Rick

X Cussen, Kathleen Phil, Rick, Rick, Keith, Erin, Shen, Alan G, Alan H  
Amber, Kevin T, Matt Pappin, Matt Phar, Brynna Rapp  
X Dayal, Vivek Ken E, Cliff OB, Rick S, Dave F, Kevin B  
Dr. Tracy, Matt V, Shen W, Chris P, Dan H

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 Linda A, Alan B, Alan H, Rick W, Jim B  
Matt Paperi, Tyler W, Sheri M

☒ Full, Kevin Kathleen C, Dave F, Matt P, Rich S, Brownie S, Scott S, Alan H, Rod F,  
Greg O, Chris P, Dr. Tyler W.

Giordano, Nick

Giordano, Phil

☒ Goodheart, Alan Steiniger Terstriep

Goodheart, Bruce

Hardin, Das

Hawkins, Darryl

Heriford, Alan

☒ Holk, Dan Keith Steiniger, Sheri Mortko, Rich Sirna, Chris Pickering

Holland, Ed

Hutchison, Ed

☒ Kopplin, Mike Rick W, Matt P, Alan H, Sheri M  
Ph. 1 G, Janet S, Lyle Wagner, Carolee

☒ Mortko, Sheri Viviek, Rod, Brapp, Dan H, Kathleen, Erin, Keith, Felicia  
Dick, Jen, Cliff, Janine, Linda, Dr. Brad, Mike Darby

O'Bryan, Cliff

Oettmeier, Dr. Bert

☒ Oppold, Greg Red Twigg, Brownie Simpson, Cliff Brown, Janine Teasdale, Jim Ball, Kevin Ray  
Keith Steiniger, Neil Spencer, Phil Giordano, Kyle Douglas, Rich Sirna, Rick Wolvaton

☒ Paperi, Matt Keith, Kevin, Sheri, Janine, Linda, Bryan, Kyle, Chris, MHEgo  
ALAN, SEAM, Ed, Rod, Bryan, Kathleen, CHASE, DON

☒ Phar, Matt Alan H, Chris P, Das H, Erin B, Jim B, Kathleen, Keith  
Keith, Kevin Y, Rich, Zach, Matt P, Paul F, Kim E

Pickering, Chris HARDING, BILL, ADAR, PAPERI, STELTON, STEINIGER, SIRNA  
DAVAL, WILLIAMS, ASHBURST, TIERSTRIP

Pickering, Margot Elan, Sirna, Rapp, Rye Studio, Keith  
Matt P, Phan



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

X Rapp, Bryan Rock, Chad, Rod, Matt Pappi, Brownie, Sheri, Sean, Sam, E.C.H.  
Dave, Margo, Chris, Ken, Matt Pappi, Zach, Leigh, Kyle, Stephanie  
 Runyan, Joe

X Sewell, Amber Rich, Rick w/ Ann, Brownie, Alan H, Dr. Leigh, Dr. Twigg, Mike  
Bussell, Kathleen, Seanine, Stephanie  
 ✓ Shelton, Jennifer Felton, Marko, Steiniger, Herford, Sirna, Wagner,  
Terstriep, O'Bryan  
 Simpson, Brownie

X Sirna, Richard Bodhayan, Winton, Marko, Brad, Stinger, Truett, Full, Vick  
ED, Coret, Jew, Twigg, Sewell, Beel, Wilkerson, Goodhart, Keston, Herb, Keston, Dappi  
 Spencer, Neil

Steiniger, Keith

Stone, Janet

Swim, Scott

Terstriep, Janine Brownie, Kevin, Rick, Sheri, Rich, Tyler, Chris, Brad,  
Greg, Mike K, Anna, Ann, Kyle, Jean, Linda  
 Trondson, Chad

X Twigg, Brad Sheri, Alang, Chris, Janine, Vick, James, Rich, Amber, Pat, Greg,  
Ed, Kathleen  
 Wagner, Leigh

X Webb, Tyler Jim Bell & Janet Stone

X Wilkinson, Ann Chris, Linda, James, Janine, Sheri, Kathleen

X Wolverton, Rick KEITH, SHERI, RICH, MATT, JONINE, BRYAN,  
JIM, AMBER, ED, GREG, LINDA, MIKE B, DAVE E.

X York, Kevin JANINE, ALANG, MATT, PHAR, NEILS, ED H, Kevin B,  
MIKE B, RICH.

**GUESTS**

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

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