If there is one thing that is NOT constant in our everyday lives, it is technology and the way we communicate with one another. You can see it on any devices you are using, and reading online, or still listening to podcasts, news channels, or engaging on cable TV. But who knows what's actually happening with all this technology? You have to go no further than Vivek Dayal of Phone Tech Communications.

Vivek came to the United States with his parents who were looking for a better life for their children, and more opportunities for themselves. They found these things here. Vivek has been working in his business for 29 years now, remembering the challenges of his early years – being chased out of buildings while marketing his services, and making cold calls. But every time he was rejected, he came back bigger and stronger – ready to fight another day. His wife, Meera, and daughter both taught him how to dream the impossible. His family told him to get up and fight another day stronger. Meera and his daughter taught him how to dream!

Vivek earned his MBA in both computer science and finance. He was so lucky – getting to study and learn about subjects he is passionate about! Technology and Investing. One of his professors always talked about how computers would become important parts of all our lives in the not so distant future.

Right now, Phone Tech brokers over more than 50 telecommunications providers, they strive to find the best equipment and services they can. Vivek's greatest business achievement is converting his smallest business client into his largest one. His first big account was a non-profit organization. When they met to discuss his proposal, he was with his competition in the same room. Vivek showed him why their proposal would not work. He offered private lines to carry their data, cutting their costs to almost nothing.

Interesting to hear Vivek talk about who he follows to form his strategies for business. Among those are Warren Buffet, Larry Page, Jeff Bezos, Bill Gates, Steve Jobs, and Elon Musk. Musk, not taken seriously 10 years ago, has started to show success. Even if he does fail, he has changed an industry.

The world is changing so quickly it is hard to stay up to speed. The way information is accessed, and the speed at which is sent will dictate how business is done for the next 50 years. Vivek says that 10 years from now small businesses – Mom and Pop ones – will probably not exist like they do today.

So what are we supposed to do? You need to begin to do your research. To do as Vivek told us – to start dreaming. Think of what your dream business would be like and run like. Now, what do you need to do to get it to become a part of the future we will all embrace?

Thank you Vivek for taking us on this exciting journey into our future world. It is both scary and exciting to see what lies ahead. We appreciate all you brought to the table last week.
QUESTIONS FOR WEBSITE BIOGRAPHIES

PLEASE GET THESE TO SHERI OR ALAN A.S.A.P.

Last week we had an exercise in how we got into the businesses we are in, what your greatest accomplishment is, and the greatest lesson you’ve learned in your line of work.

There was nearly 40 members attending last week, but there are still some that have NOT turned in their questionnaires to Sheri Mortko or Alan Goodheart. If you have not done them, either send via email to them or take a few minutes and bring them with you this Thursday. Here are the questions for you to answer:-

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?

If I’m not working, you can find me doing........... what??

If you weren’t there last week, we need you to get this to us right away. Thanks to everyone for taking care of this in a timely manner.

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!

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

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…….
Trivia Question:

What was Boston resident Albert DeSalvo known as?

Quotations of the Week

Thursday is National Fettucine Alfredo Day!

Ciao!

The only one of the Seven Wonders of the Ancient World still standing is the great pyramid of Khufu.

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.
For many years, several Prospectors have given support to Phoenix Family by volunteering their time, participating in the “Give A Bear” program with Kevin and Patti York organizing this, and by attending a yearly Un-Gala event fundraiser with both silent and live auctions and recognition of both contributors, volunteers, and residents of Phoenix Family.

This year is no different – their theme is “Friday Night Fever!” SAVE THE DATE – IT IS FRIDAY, APRIL 26TH!! at Bartle Hall.

Ken Eidson of RBC Wealth Management is serving on the PF Board of Directors, and is sponsoring a table of ten available at the event. Tickets are $175 per ticket. Included in this is valet parking, an open bar, deliciously elegant dinner, a silent auction, community awards, and a live auction.

There are strolling entertainers, photo opportunities, a plethora of Who’s Who in the Kansas City social circles. Give Ken a call or talk to him at a meeting to reserve your seats for a truly memorable evening with your Prospector colleagues.
MAJOR EVENTS OF 2019 !!!!!!

April 7th (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.

NEED TO KNOW SOON !!!

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.
Prospector's Breakfast Club
Attendance and Thank You's  Meeting Date:  JAN. 31, 2019

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

X Adams, Linda
  Danny
X Airey, Douglas

Ashurst, Chase & Amy

Beckner, Pat

Bell, Jim

Belzer, Dan

X Boehringer, Kevin
  Siena, Douglas, Dayal, York, Hefford, Hagedorn

Bovard, Zach

Brosseit, Mike

Brown, Erin

Cocherl, Stephanie

Cunningham, Rick

Cussen, Kathleen
  Phil, Erin, Shen, Rick, Rick, Kevin
  Allan, Alan, H., Matt, Dean, Bryan, Kopp
X Dayal, Vivek
  Shen, Eric, Rich, Cliff, Matt, Chris
X Kevin B., Dr. Twigg

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
Giordano, Nick
Giordano, Phil
Goodheart, Alan
Hardin, Das
Hawkins, Darryl
Heriford, Alan
Holk, Dan
Holland, Ed
Hutchison, Ed
Kopplin, Mike
Mortko, Sheri
O’Brien, Cliff
Ottmeier, Dr. Bert
Oppold, Greg
O’Pray, Matt
Phar, Matt
Pickering, Chris
Pickering, Margot
Rapp, Bryan

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