

August 2005

# Chamber Chatter

Kearney Chamber of Commerce, PO Box 242, Kearney, MO (816) 628-4229

## Look Who's #18!

### **The Chamber Board:**

#### **President:**

Scott Smith

#### **President Elect:**

Rue Lovett

#### **Directors:**

Randy Smith

Lisa Bowman

Jared Wolters

Joe Wilmes

Cathy Canterbury

Dennis Devoy

#### **Treasurer:**

Joan Updike

#### **Ex. Officio:**

Phyllis Strobel

### **Calendar of Events**

#### **August**

**4 & 18** – Executive Briefing Session by Susan Cook 7:30-9:30 a.m.

**6** – Kidfest, 10:00-2:00, Lions Park

**27-28** – Dinner Theater at First Baptist Church, 6:30 – p.m.

#### **September**

**10** – Antique Fire Truck Display & muster, 12:00 noon, Jesse James Fairgrounds

**17-18** – Jesse James Festival

##

Our own Midwest Game Supply has been having a very good year. As you remember last month they were listed in Ingram's June issue as one of the fastest growing Women's Business Enterprises. In the July issue of Ingram's they are in the top 100 of fastest-growing businesses – at the #18 spot! Ingram's magazine says: "If you bet on seeing this company return to the list, collect your chips. After debuting at No. 70 last year, the Kearney-based, family-owned business zoomed up the list. It manufactures and distributes products for the casino industry and credits its growth to an aggressive pursuit of gaming accessories and machine sales. Congratulations and we are VERY proud!

##

### **Business of the Month – Realty Executive Area Realtors, Marlo Howard**



*Tell us about Realty Executives Area Realtors and what they do.*

REALTY EXECUTIVES International, the nation's first 100-percent commission company, has been perfecting its business model for 40

years and is one of the fastest-growing real estate franchises in the United States. The Phoenix-based, privately held company has nearly 800 franchises in eight countries including offices in the United States, Canada, South Africa, Mexico, Australia, Israel, Indonesia and Singapore. Publications like Entrepreneur, Success, and Inc. magazines have all ranked Realty Executives International, Inc. as a leader based on franchise growth, management stability and financial soundness.

*Where are you located and how long have you been with Realty Executives?*

Realty Executives Area Realtors is one of those 800 franchises. I am an agent for this company serving the entire Metropolitan Kansas City market area. I am licensed in Missouri and Kansas. Our office is recognized in the national "Real Trends" magazine since 1999 as one of the top 500 companies in the nation, and also in their Big Broker Report as one of the single office companies with over 1000 closed transactions per year. We're the #1 office in Sales in the entire Northland market area.

The main office is located at 100 NW Englewood Road in Gladstone but I office out of my home almost exclusively and have for years. It saves me time and energy to have everything I need in my home office and enables me to provide the same Quality Personal Service I always have in my 19 years in the Real Estate Profession. I have been with Realty Executives the majority of those 19 years.

*Please tell us a bit about yourself.* Bob and I have been married 41 years. We moved to the Kearney

/ Holt area 23 years ago from Northwestern North Dakota. Our sons graduated from Kearney High School. Dana and his wife Nyree (Pfaff) and 3 daughters live near Lawson; Chad and his wife Kristin (Stone) and daughter live in Ellisville, Mo. Our family has been involved in business in Kearney since we moved here. I bought a small bookstore that was about to close in 1983 and operated it until I became a realtor. Bob retired from AT&T after 30 years. He opened Bob's Martial Arts and gave lessons in Tae Kwon Do. After several years he sold the business to Bill Brown. Our sons also had a weight lifting gym in Kearney. Any time I can watch my granddaughters is the best time of my day. My interests include writing poetry, designing cards and planning special parties for family and friends, flower gardening, bird watching and feeding, antiques, singing, walking and Bob is teaching me to fly fish. I have participated in many walking events including Relay for Life, Memory Walk (Alzheimer's), Cardiac Arrest Participant. Finding our Church home was the first thing we did when moving here besides enrolling our sons in high school. We are active members of Trinity Lutheran Church and many wonderful friendships have grown thru our fellowship there. Business accomplishments, education & personal & professional affiliations include; Licensed for 19 years Graduate Realtors Institute Leadership Training Graduate (98) Women's Council of Realtors (WCR) Local Chapter President (95) Women's Council of Realtors

## New Member!

### Little Johnny's Italian

Johnny & Holly Distefano  
198 W. 92 Highway  
Kearney, MO 64060  
816-903-5646  
Fax: 816-903-6800  
Email: littlejohnnys  
Italian@uniteone.net

## WELCOME!!!!

Mark Your Calendars!

**Kidfest** is this Saturday at Lion's Memorial Park from 10:00-2:00 p.m. It is sponsored by Kearney Commercial Bank and presented by the bank and Kearney Fire & Police departments. Watch LifeFlight Eagle land at noon and take off at 1:00. Be sure to attend!

**Dinner Theater** – Comedy with a Point on Saturday and Sunday, August 27<sup>th</sup> and 28<sup>th</sup> at First Baptist Church in Kearney. Tickets are \$10 for ages 13 and over, \$5 for ages 12 and under. There will be a free dessert performance for Seniors at 3:00 p.m. on August 27<sup>th</sup>. Please call 628-5693 for reservations.

Susan Cook, CPA owner of Cook & Associates CPA, LLC is proud to announce the formation of Fountain Strategies, LLC, a collaborative group of Exit Planning experts. They systematically identify your personal goals and time frame, understand the value of your business and key people, then guide you through each step of a successful Exit plan and beyond.

**How to Run Your Business So You Can Leave It In Style** on August 4<sup>th</sup> or August 18<sup>th</sup>, from 7:30 –9:00 am at 20 Westwoods Drive, Liberty. For more information call Susan Cook at 816-415-8893.

Served as Secretary & Vice President & served on several committee's  
Women's Council of Realtors (WCR) Excel Award (93)  
Women's Council of Realtors local Member of the Year (98)  
Lifetime Million Dollar Club Member  
Realty Executives Executive Club Sales Associate  
Professional Associations  
Member of the National Association of Realtors  
Missouri Association of Realtors  
Kansas Association of Realtors  
Kansas City Regional Association of Realtors  
Heartland Multiple Listing Service  
Lifetime Million Dollar Club Member  
Women's Council of Realtors Member  
Missouri Women's Council of Realtors Member & served on several committee's  
Northland Community Choir 15 years  
Trinity Lutheran Church Member  
Trinity Lutheran Church Choir  
Kearney Chamber of Commerce Member (a long time)  
Kearney Chamber of Commerce Ambassador over 10 years  
Member of the Kearney Downtown Promotion Committee (years ago)  
When I had my bookstore; The Blue Willow Bookstore, I was active in what I believe was the beginning of the Chamber. I know I served on the "Kearney Downtown Promotion Committee" trying to keep people coming "downtown" to shop. I helped with the Jesse James event, even had my sister-in-law, a graphic artist in North Dakota design and paint huge 4x8 posters with different cowboy things on them and send them to us for the judges stand out in front of Kearney Trust. We used them a few years and then I don't know what happened to them. They were neat and we had a lot of fun doing different events and always begging participation of the businesses. For me in my business being I have no real "storefront" in Kearney so to speak, it is important for me to keep involved and do my small part with the Chamber for the friendships,

networking and good programs. I have always been involved in some small way in the communities where we have lived. Many hands and minds can make a mighty force and a big difference and that is what the Chamber is all about I believe. Kearney and its business community have been growing so fast and it is exciting to be a part of an active, vibrant Chamber of Commerce.

*What special services do you provide in your business?*  
Having had several businesses throughout my life starting when I was about 9 delivering the morning newspaper in the cold of Fargo, North Dakota winters. Delivering those papers to my clients and having to go back and collect the money was a good experience. That along with my upbringing by strict, conservative, God fearing parents gave me very strong work ethics.

I treat people the way I like to treat; with trustworthiness and professionalism. I keep up with my education and knowledge of the business thru many different classes, meetings and seminars to best serve my clients. Having a good time with my clients in the Home Selling or Buying experience is important as this is a very important time in their lives. The majority of my business now is repeat customers and referrals. Please call me if you or anyone you know has a real estate need.



Helping clients and being referred by former clients means so much to me. Mike and Natasha referred my services to Dennis and Nina and here we all are in front of their new home. Parents and Grandmother's even came to check out their new place.

##

## New AED's In Place

The Kearney Fire and Rescue Protection District is pleased to announce that eighteen automatic external defibrillators (AED's) are now in service at various facilities within our fire district, and at least another seven are on order. Captain Brad Weber working with the AED Instructor Foundation has been leading the effort in promoting the purchase of these life saving devices, and the district is offering free CPR/AED training for the facilities that purchase these. By having these devices available in areas of public assembly it is helping to support us being a Heart Safe community. According to Chief Larry Pratt, the first AED's were placed in our community in 2003 and the second quarter of this year has seen a major increase in acquiring the majority of the units. Anyone needing information on this program or to request training may contact Captain Weber at 816-628-4122.



Chairman Todd Gustafson of the Kearney Fire and Rescue Protection District presenting Dr. Carl Ledbetter a Certificate of Appreciation from the AED Instructor Foundation recognizing the support Dr. Ledbetter has exhibited to the community by accepting the Medical Director responsibilities for several locations in the community that are now equipped with Automatic External Defibrillators (AED's).

##

## The Directory is Coming!