



## November/December 2015 Newsletter Update

October was a fantastic month for recruitment for our Chapter. As a result of the Chapter Challenge Promotion we signed up 11 members compared to our goal of 12. National dues were reduced from \$525.00 to \$399.00 for their first year for new members who joined in October. This has been a very popular promotion around the country. We are tentatively planning to offer this same promotion again during either February or March 2016. Please reach out now to fellow financial professionals you know, who you think may benefit from an FEI membership, and invite them to the January 19, 2016 Meeting. There is no cost for them to attend, and it is an excellent opportunity to expose them to our Chapter's value proposition. With our Money-Back Guarantee they have nothing to lose.

I would like to continue to recognize the individuals (see right-hand column) who recruited our new members for October. **They are the ones who deserve all the credit for our fantastic recruitment month.**

**Mike McNamara**  
Membership & Retention Chair

[Mike.McNamara@tqmillwork.com](mailto:Mike.McNamara@tqmillwork.com)  
(920) 533-4860, extension 222 (office)  
(920) 539-1255 (mobile)



## Member Benefits 101 Getting to Know Your FEI

This one-hour webcast will give **all members** an insight into their FEI membership benefits and career services as well as updates on advocacy efforts, technical committee activities, and new research efforts from FERF (Financial Executives Research Foundation). The webcast will also cover upcoming conferences and webcasts of interest, provide a guided tour of the FEI Website, and answer any questions you may have. We encourage all members to participate in this webcast, which is usually held on the third Wednesday of each month at 1:00 p.m. CT.

**The dates for the next webcasts are Wednesdays, December 16, 2015, January 20 and February 17, 2016 at 1:00 p.m. CT.** To register for a webcast, go to [www.financialexecutives.org](http://www.financialexecutives.org) and click on "Events", and then "Webcasts" to register. If you have any questions about these webcasts, please feel free to contact Mike McNamara.

### MEMBERS AS OF THE END OF COMPETITION YEAR:

2008	107
2009	119
2010	139
2011	170
2012	199
2013	210
2014	226
2015	219
2016	230 (GOAL)

Members as of  
November 18, 2015: 213

Due to terminations and transfers,  
our Chapter goal is to add  
**30 NEW members** this fiscal competition year  
ending April 30, 2016.

### MEMBERSHIP RECRUITERS FOR 2015-2016 COMPETITION YEAR

#### GOLD RECRUITERS

Three or More Members

#### SILVER RECRUITERS

Two Members  
Steve Shellman (Schenck)

#### BRONZE RECRUITERS

One Member

Fred Bowes  
Marie Hansen  
Jeanne Rahr  
Jerod Steigenberger

Paul Bursik  
Mike Panas  
Brenda Schultz  
Joe Toonen (Grant)

## Money Back Guarantee

In order to support our recruitment efforts this fiscal year, the Chapter Board has approved offering a **MONEY-BACK GUARANTEE** for dues to new members if they do not find value in their membership. We are making this offer because we feel strongly about the value of our programs and networking opportunities. The details of this offer are as follows:

The Chapter will refund the national membership dues paid by any new members if they decide not to renew their membership after their first 12 months of membership.

1. Any new members whose applications are processed from July 1, 2015 through June 30, 2016, and who join the Northeastern Wisconsin Chapter, are eligible for this money-back guarantee.
2. Members who transfer in from or out to other chapters are not eligible.
3. The members must have attended at least four of the featured speaker presentations during the first 12 months of their membership.
4. As proof of their attendance, members must sign in and sign out on the attendance sheets for each meeting.
5. Within 60 days of their anniversary date of joining FEI, they must submit a written request for refund to Mike McNamara (mike.mcnamara@tqmillwork.com) and provide the reasons for FEI not meeting their expectations.
6. Any refunds approved will be issued in the same name and format (i.e. credit card, company check, etc.) as the amounts were originally paid.
7. In the event of any questions or disputes in administering this money-back guarantee, Mike McNamara will have sole authority to resolve the situation.
8. The effectiveness of this offer will be evaluated toward the end of the 2015-2016 fiscal year to determine whether to continue it for future years.

Please call someone today who you think might benefit from an FEI membership and invite them to our next Chapter event. **Thanks for your continued support in helping to grow OUR Chapter.**

## Please Welcome Our Newest Chapter Members!

### LISA ENGEL

Accounting Manager  
Great Northern Corp.  
Appleton  
Recruiter: Marie Hansen



### CHAD FEEHAN

Manager of Financial  
Planning & Analysis  
Expera Specialty Solutions  
Kaukauna  
Recruiter: Brenda Schultz

No picture  
available

### RANDY HINGTGEN

In Transition  
Fond du Lac  
Recruiter: Mike Panas



### AURA KAWULA

Controller  
Bassett Mechanical  
Kaukauna  
Recruiter: Jerod  
Steigenberger

No picture  
available

**NEIL LELAND**

Director of Finance  
HTT, Inc.  
Sheboygan  
Recruiter: Fred Bowes



**KEVIN QUINN**

Dean of the Schneider  
School of Business,  
St. Norbert College.  
De Pere  
Recruiter: Paul Bursik



**JEREMY SMITH**

Controller  
Valley Bakers  
Cooperative Association  
Appleton  
Recruiter: Joe Toonen



**DOREEN VOIGHT**

Controller  
De Pere Foundry, Inc.  
De Pere  
Recruiter: Jeanne Rahr

No picture  
available

**GENE WOELFEL**

Controller  
HUI  
Kiel  
Recruiter: Steve  
Shellman



**TINA ZAHN**

Director of Finance  
Jagemann Stamping  
Company  
Manitowoc  
Recruiter: Steve Shellman

No picture  
available