



July/August 2017 Membership Update

Thanks to the efforts of the members and strategic partners listed in the left-hand column we ended up our fiscal year on June 30, 2017, with a net increase of 4 members for a total of 220. During the year they recruited 30 new members plus we had 8 reinstatements and 2 transfer ins. While these numbers are impressive they were offset by 36 terminations. The terminations are primarily members who have not been able to attend our chapter functions.

The best way to recruit new members is through personal contact. Please reach out now to fellow financial professionals you know who you think may benefit from an FEI membership and invite them to the special Summer Luncheon Event featuring Bud Selig, Commissioner Emeritus of Major League Baseball, on August 15, 2017. This will be a great opportunity to showcase our chapter to prospective members. Furthermore, the National Office is helping to support recruitment in conjunction with this event by reducing the annual dues. The details are as follows:

1. National is offering a special annual dues rate of \$299 for the first 12 months of membership versus the normal rate of \$525. This is a substantial savings of 43%.
2. We do not charge Chapter fees for the first twelve months of membership so the total fees for the first year are \$299.
3. This special offer applies to the Executive Membership category only. The National dues for the other categories (Government/Military, Academic and In-Transition) are already at \$225.00 annually.
4. **This offer is valid for applications received by National from Monday, August 14 through Thursday, August 31, 2017.**

There is no cost for them to attend this special event. I have a special application that is to be used for this offer which I will make available to your prospects once they attend this event. They do not have to attend this event to receive the special pricing. Our goal is to recruit 10 members during this special offer. As far as I know it will never cost less to join FEI. With our Money-Back Guarantee (see below) they have nothing to lose!

Mike McNamara
 Membership & Retention Chair
Mike.McNamara@tqmillwork.com
 (920) 533-4860, extension 222 (office)
 (920) 539-1255 (mobile)



MEMBERS AS OF THE END OF COMPETITION OR FISCAL YEAR:

2008	107	2009	119
2010	139	2011	170
2012	199	2013	210
2014	226	2015	219
2016	216	2017	220
2018	225 (Goal)		

**Members as of
 July 23, 2017: 219**

Due to terminations and transfers, our goal is to add **25 new members** this fiscal year ending **June 30, 2018**.

MEMBERSHIP RECRUITERS FOR 2016-2017 FISCAL YEAR

GOLD RECRUITERS

Three or More Members

Bob Faulds (Baker Tilly Search & Staffing)
 Mike McNamara

SILVER RECRUITERS

Two Members

Sandy Friess (Wipfli)
 Nick Guerrieri
 Denise Kitzerow
 Dan Pichler (Wipfli)

BRONZE RECRUITERS

One Member

Pat Albers	Dave Leitt
Larry Barton	Bob Nigh
Howard Bornstein	Mark Olsen
Dan Clark	Dick Rupiper (Aon)
Jim Gallimore (BMO)	Jim Stahl (Schenck)
Barry James	Terri Towle
Jim Kiekhaefer	Adam Wunderlin
Julie Kimps (Experis)	

Please Welcome Our 6 New Chapter Members!

ANGELA COTTRELL

Sr. Director - Finance
SVS Service Group/Total
Med Staffing, Inc.
Appleton
Recruiter: Sandy Friess
(Wipfli)



ROBERT GOLZ

Vice President -
Finance/CFO
Kunding Fluid Power, Inc.
Neenah
Recruiter: Mike McNamara

**IMAGE
NOT
AVAILABLE**

Dr. Douglas Hensler, P.E.

Dean
Austin E. Cofrin School of
Business
UW - Green Bay
Recruiter: Pat Albers



JENNIFER KLAUS

Controller
SVS Service Group/Total
Med Staffing, Inc.
Appleton
Recruiter: Sandy Friess
(Wipfli)



TERRI PAWER, CPA, CMA

VP General Manager
Dental City
Green Bay
Recruiter: Bob Nigh



BILL ZIEMENDORF, CPA

In Transition
Green Bay
Recruiter: Dan Pichler
(Wipfli)



FEI of Northeastern Wisconsin Money-Back Guarantee

In order to support our recruitment efforts this fiscal year, the chapter Board has again 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 proposition that our chapter offers. The details of this offer are as follows:

1. 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.
2. Any new members whose applications are processed from July 1, 2017 through June 30, 2018, and who join the Northeastern Wisconsin Chapter, are eligible for this money-back guarantee.
3. Members who transfer in from or out to other chapters are not eligible.
4. The members must have attended at least four of the featured speaker presentations during the first 12 months of their membership.
5. As proof of their attendance, members must have signed in and signed out on the attendance sheets for each meeting at the registration table with Michelle Weiss, our Chapter Administrator.
6. 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.
7. 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.
8. In the event of any questions or disputes in administering this money-back guarantee, Mike McNamara will have sole authority to resolve the situation.
9. The effectiveness of this offer will be evaluated toward the end of the 2017-2018 fiscal year to determine whether to continue it for future years.