



## September/October 2018 Membership Update

Thanks to the efforts of the members and strategic partners listed in the right-hand column, we ended our fiscal year on June 30, 2018 with a net increase of 19 members for a total of 239. During the year they recruited 45 new members plus 3 reinstatements!

As we start our meetings for fiscal year 2019 the National Office is again helping to support recruitment by reducing the annual dues rate in conjunction with our October 17, 2018 chapter meeting at Acuity Insurance in Sheboygan. 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 \$499. This is a substantial savings of 40%.
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 Wednesday, October 17 through Wednesday, October 31, 2018.**

I have a special application that is to be used for this offer which I will make available to your prospects. They do not have to attend the October 17, 2018 meeting to receive the special pricing. **Our goal is to recruit ten members during this special offer.**

The best way to recruit new members is through personal contact. Please continue to reach out to colleagues who you think might benefit from an FEI membership. There is no cost for them to attend a chapter meeting as a guest. Once you make the contact and they have some interest please let me know and I can take over from there. With this special membership promotion from National I can time their joining to make sure they get the reduced rate for the first year. With our Money-Back Guarantee (see below) they have nothing to lose!

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



### MEMBERSHIP RECRUITERS FOR 2017-2018 FISCAL YEAR

#### GOLD RECRUITERS

##### Three or More Members

Bob Faulds (Baker Tilly Search & Staffing)  
John Gustavson  
Julie Kimps (Experis)  
Mike McNamara

#### SILVER RECRUITERS

##### Two Members

Tom Erickson (BMO)  
Mark Fischer (Associated Bank)  
Sandy Friess (Wipfli)  
Randy Mahoney (Wipfli)  
Aaron Nelson (BMO)

#### BRONZE RECRUITERS

##### One Member

* Jon Bilodeau (Aon)	* Gary Brochtrup
* Dan Clark	* Lynda Farrell
* Jayme Frisch	* Sara Funk (Wipfli)
* Gina Glover (Right Management)	* Mary Greiner (Schenck)
* Chris Handrick (Schenck)	* Amy Henselin (Grant Thornton)
* Pat Johnston	* Jeff Kargus
* Ann Lawson	* Mike Panas
* Dan Pichler (Wipfli)	* Bob Qualls
* Jim Rubright	* Nancy Schmidt
* Doug Stecker	* Joe Toonen (Grant Thornton)
* Joe Topp (Francis)	* Julia VerHaagh
* Dan Weiss	* Ken Zacharias (Schenck)

### 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	239	2019	246 (Goal)

### Members as of September 17, 2018: 232

Due to terminations and transfers, our goal is to add **33 new members** this fiscal year ending **June 30, 2019**.

## 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, 2018 through June 30, 2019, 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](mailto: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 2018-2019 fiscal year to determine whether to continue it for future years.