



January/February 2020 Membership Update

Happy New Year! As we kickoff 2020, we'd like to ask for your continued help with recruiting new members. We will work with the FEI National Office to identify another membership chapter challenge in the coming months, which will reduce the annual dues rate from \$399 to \$299.

As a reminder, the **National** annual fees for the Executive Category of membership were reduced from \$499 to \$399 for renewals effective August 1, 2019 or later and new members as of July 1, 2019. This was announced in an e-mail sent to all members on June 14, 2019 by Andrej Suskavcevic, the National President and CEO of FEI. While not a certainty the intent is to reduce these fees to \$299 by August 2022. These reductions are something chapter leaders around the country have been requesting for some time and we are extremely pleased the National Office and Board have implemented them over the last several years going from \$525 to \$399 currently.

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 contact Michelle Weiss (michelle@mwcommunications.org) and she will handle their membership application and welcome process.

A big thank you to all of you who have been completing our monthly Chapter meeting surveys. Approximately 70% of the members and strategic partners who attend our meetings complete the surveys. This is fantastic and we ask that you continue completing them. Your input is invaluable. It literally takes no more than two minutes to complete the survey each month. Your Chapter Executive Committee reviews your input very closely in helping to improve the quality of our programs. While we cannot always incorporate all of the comments made, we do take them very seriously.

MEMBERSHIP RECRUITERS FOR 2019-2020 FISCAL YEAR

GOLD RECRUITERS
3+ Members

SILVER RECRUITERS
2 Members

Mike McNamara
Nicole Olesen
Karen Young

BRONZE RECRUITERS
1 Member

Jay Edwards	Lynda Farrell
Amy Henselin (GT)	Sara Hurley
Jim Kiekhaefer	Paul Landwehr
Nicole Olesen	Joe Toonen
Kelly Weerts	

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	253
2020	265 (Goal)		

Members as of January 16, 2020: 251

Due to terminations and transfers, our goal is to add **42 new members** this fiscal year ending **June 30, 2020**.

Please Welcome our Two Newest Chapter Members!

ALAN CHAN

Financial Planning & Analysis
(FP&A) Manager
Sustana Fiber
DePere
Recruiter: Karen Young



DEBORAH SOUTHWELL

Northeast Wisconsin, Inc.
CFO/Finance & Operations
Leader
Dallas/Ft. Worth Area
Recruiter: Mike McNamara



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, 2019 through June 30, 2020, 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 2019-2020 fiscal year to determine whether to continue it for future years.