



## January/February 2018 Membership Update

The National Office has recently revised the Corporate Membership Program. They are offering a discount on memberships to firms who have more than five members. John Gustavson, the Corporate Controller at U.S. Venture, Inc., recently took advantage of this program and added five members from his firm. Please contact me if you would like more details on this program.

The National Office is again helping to support recruitment by reducing the annual dues rate in conjunction with our January 23, 2018 chapter meeting. 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 Tuesday, January 23, through Tuesday, February 6, 2018.**

There is no cost for them to attend a chapter meeting as a guest. 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 January 23, 2018 meeting to receive the special pricing. Our goal is to recruit seven 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!

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Membership & Retention Chair  
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### 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 229 (Goal)

**Members as of  
January 24, 2018: 223**

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

### MEMBERSHIP RECRUITERS FOR 2017-2018 FISCAL YEAR

#### GOLD RECRUITERS

Three or More Members  
John Gustavson

#### SILVER RECRUITERS

Two Members  
Julie Kimps (Experis)

#### BRONZE RECRUITERS

One Member

- |                 |                          |
|-----------------|--------------------------|
| - Jayme DeBraal | - Tom Erickson (BMO)     |
| - Lynda Farrell | - Bob Faulds (Baker      |
| - Bob Qualls    | Tilly Search & Staffing) |
| - Jim Rubright  | - Sandy Friess (Wipfli)  |
| - Nancy Schmidt | - Aaron Nelson (BMO)     |

## 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](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 2017-2018 fiscal year to determine whether to continue it for future years.