



January/February 2016 Membership Update

The FEI National Office is again offering financial support for a special membership recruitment campaign for our chapter through February 29, 2016, whereby the national membership fee is reduced to \$399.00 from \$525.00. As far as I know it will never cost less to join FEI. This promotion is offered in conjunction with our February 16, 2016 Chapter Meeting at Lambeau Field.

Since we announced this promotion at our January 19, 2016 Chapter Meeting, the National Office has indicated prospective members can complete and submit their applications now and they will process them at the reduced rate rather than making them wait until our February 16, 2016 Chapter Meeting.

The best way to recruit a new member is through personal contact. If you need assistance with your recruiting, please contact me and I will be happy to follow up with your prospect to explain the details of membership, operation of the chapter, national organization, etc. We have outstanding programs and I hear quite often from members of the great value we offer. Increased membership helps us attract more prominent speakers, provides more networking opportunities for members and strategic partners, and supports chapter leadership succession planning.

Please reach out now to fellow financial professionals you know, who you think may benefit from an FEI membership, and invite them to the February 16, 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.

We appreciate all of you who have renewed your membership for another year. Finally, I would like to recognize the individuals (see right-hand column) who recruited our new members so far this fiscal year. They are the ones who deserve all the credit.

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 YEAR:

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

Members as of
January 25, 2016: 214

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	Paul Bursik
Marie Hansen	Amy Henselin (Grant)
Mike Panas	Jeanne Rahr
Mike Schellenger	Brenda Schultz
Jerod Steigenberger	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 the growth of OUR chapter.**

Please Welcome Our Newest Chapter Members!

**MARY JO
WENZEL, CPA**
Controller
Jones Sign Company
De Pere
Recruiter: Amy Henselin
(Grant)



SCOTT BEYER, CFA
Interim Dean
University of Wisconsin -
Oshkosh
Recruiter: Mike
Schellenger – UW Oshkosh

