



March/April 2016 Membership Update

You did a great job! As you know, we had the special membership recruitment campaign for our chapter during the month of February 2016. You recruited 11 new members, which is just fantastic. The 11 new members are listed below along with their recruiters.

Even though our special recruitment campaign has ended I ask that you continue to reach out to prospective members. Now that we have chapter events of one form or another scheduled for every month of the year except July, recruiting is a 12-month process.

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 April 19, 2016 chapter 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
March 18, 2016: 217

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

Jeanne Rahr
Steve Shellman (Schenck)

BRONZE RECRUITERS

One Member

Matt Barnes	Paul Belschner
Fred Bowes	Kory Brockman
Paul Bursik	Gary Christens
Bob Desrochers	Marie Hansen
Amy Henselin (Grant)	Rachel Hosking
Carl Laurino	Mike McNamara
Tom Palmer	Mike Panas
Greg Pollesch	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!

TOM BLANEY

Formerly Director
Corporate Risk
Integrus Energy Group
Green Bay
Recruiter: Gary
Christens



DAWN FOGLESON, CPA

Controller
Outlook Group Corp.
Neenah
Recruiter: Bob
Desrochers

**Picture not
available**

RAACHEL HOSKING

Controller
Unlimited Services of
Wisconsin, Inc.
Oconto
Recruiter: Mike
McNamara



LUKE KELLY, CPA

Corporate Controller
Appvion
Appleton
Recruiter: Carl Laurino



SCOTT NEWMAN

VP Finance
Unlimited Services of
Wisconsin, Inc.
Oconto
Recruiter: Raachel
Hosking

**Picture not
available**

DAN OLIVIER, CPA

Director of Finance -
International Sales &
Marketing
Oshkosh Corp.
Oshkosh
Recruiter: Matt Barnes



**AMANDA OTIS,
CPA**

Controller
GLK FOODS, LLC
Appleton
Recruiter: Tom Palmer



JODY RABITZ

Controller
Wisconsin Aluminum
Foundry Co., Inc.
Manitowoc
Recruiter: Kory Brockman



**LORI
SCHUMACHER,
CPA**

CFO
Galloway Company
Neenah
Recruiter: Greg Pollesch

**Picture not
available**

**AARON SMITS,
CMA**

VP Finance & CFO
Tufco, LP
De Pere
Recruiter: Paul Belschner



**LISA TROUSIL,
CPA**

Director of Finance
Heid Music
Appleton
Recruiter: Jeanne Rahr

