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## From the President



June! This is my final letter as chapter president before turning it over to the very capable president nominee Elizabeth Allen and vice-president nominee Leslie Kratoski. You can meet them and our other board members while enjoying networking, recognition and fun when you attend our [annual meeting and social](#) on

Tuesday, June 26.

## Upcoming Events

**June 10**

### **[Chapter Reception at NIRI Annual Conference](#)**

La Cave Lounge and Patio  
Wynn Las Vegas

[Register](#)

**June 26**

### **[NIRI-Chicago Annual Meeting & Social](#)**

Pueblo (inside Latinicity)  
108 N. State St. (Block 37)  
3rd Floor  
Chicago, IL

[Register](#)

**July 12**

### **[NIRI-Chicago Golf Outing](#)**

The Glen Club  
2901 West Lake Avenue  
Glenview, IL

[Register](#)

**SAVE THE DATE**

**September 28**

2018 IR Workshop  
Strategic IR for Transformational  
Times

My career is taking a new direction as the owner of a start-up -- but my IR experience makes me feel right at home, skill-wise. For example, I am getting some professional training in relationship selling, and about half of it sounds exactly like investor relations. I've had previous in-depth training in listening, a skill that gets too little recognition in most fields, but which has served me well in IR and will be valuable to me as a business owner.

I have always believed that when we establish a relationship of trust between my company's team and the investor, that investor will buy in sooner and sell out later. We get the benefit of the doubt if we establish our credibility and show investors we value them.

To those of you attending the national NIRI conference next week, have a great time, seek out your fellow Chicagoans, and please bring back ideas. Otherwise, see you at the NIRI-Chicago annual meeting!

## Watch your email...

...for an invitation to join NIRI-Chicago's LinkedIn group. Limited to NIRI-Chicago members, this group is a great way to learn about our upcoming events and share ideas and updates. (NIRI-Chicago previously maintained a chapter presence on NIRI's [eGroups](#) community.) Alternatively, we welcome your request to join our [LinkedIn group](#) if you don't want to wait for your email invitation!

### Photo of the Month



May 14 meeting attendees learned how to successfully compete for capital.

### Check Out NIRI-Chicago's Mobile App

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### NIRI-Chicago Golf Outing on July 12

Come one and all to the award-winning [Glen Club](#) on Thursday, July 12 for a round of golf -- or dinner only -- with your NIRI-Chicago colleagues and friends. Your spouse, corporate secretary, finance, treasury or communications colleagues are welcome. Prizes will be awarded for first and second place teams and longest drive, longest putt and closest to the pin. This is always a fun event for golfers and non-golfers alike. [Register](#).

### May Event Highlights

The ability to successfully compete for capital is nothing less than the core of investor relations. At our May meeting, we asked three buy-siders to discuss the attributes and practices of companies and IROs who get it right ... and those who don't. [Event summary](#).

### In the News

- Goldman Sachs has developed [an app](#) that creates a numerical score for a company's vulnerability to shareholder activists, based on its holders, dispersion of analyst ratings and other factors.
- [Survey](#): Board diversity improved in 2017.
- [Report](#) makes a case for regulating proxy advisory firms.
- CEO compensation [by the graphs](#). (Are you sick of this topic yet?)
- [Opinion](#): Managements aren't so short-term, after all.
- Corporate debt has exceeded pre-crisis levels (by 20%, reports [Moody's](#)), credit quality is sinking, and Bloomberg predicts [\\$4 trillion](#) in refinancing as interest rates rise.

### NIRI-Chicago Member News

Welcome to NIRI-Chicago's newest members: **Heather Davis**, vice president, head of investor relations, Groupon, Inc.; **Camille Goldstein**, investor relations analyst, Kraft Heinz Company;

**Susan Kramp**, investor relations coordinator, Horace Mann; **Diana Rashkow**, manager, investor relations, Groupon, Inc.

Congratulations to **Heather Wietzel, IRC**, now director of investor relations at Horace Mann Educators Corp.

[Share](#) your news (job changes, awards, interesting articles) -- and thanks for reading the MEMBER CONNECTION.

Maryellen Thielen  
Vice President, Communications  
NIRI-Chicago



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