



**institute for  
supply management**

ISM—Northeast Wisconsin, Inc.

# ISM - Northeast Wisconsin Newsletter

SEPTEMBER 2014 ISSUE

**Tuesday, September 9, 2014: Professional Development Meeting**

## Have Your Best Year Ever

**Penn Vieau, Vice President—Talent Development Manager, Associated Bank**



Penn Vieau is a results-oriented talent development and learning professional who brings 15 year of bank leadership experience and business discipline to the world of leadership and talent development. Penn has a proven track record of exceeding expectations in for profit and non-for profit organizations. He has lead 6 Vice Presidents and 330 colleagues across a 3 state footprint for Associated Bank in the supermarket delivery channel and collaborated with the leadership team to move the revenue trajectory from losing 1 million dollars a year to generating 2 million dollars a year in 1-1/2 years.

Penn attended the University of Wisconsin Madison and earned his BS degree in Consumer Science and is also a graduate of the Harvard School of Executive Education for Consumer Banking.

Penn is highly motivated and wants to share his experiences and knowledge with you, so you can have your best year ever!

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## Proven Ways to Have Your Best Year Ever!

You know there's no single secret to achieving success, but it is attainable. You have had a great year so far. Acknowledge your success! You may be asking yourself, "How am I going to sustain this momentum?" Penn Vieau will provide researched best practices in an interactive and upbeat environment. All you need to bring is your knowledge of your business and a positive attitude. You will be motivated to focus on key tactics and disciplines to have your best year ever.

## PDM Details

# Have Your Best Year Ever!

### PDM Schedule of Events:

|                     |                            |
|---------------------|----------------------------|
| 4:30 p.m.—5:00 p.m. | Registration               |
| 5:00 p.m.—6:30 p.m. | Presentation               |
| 6:30 p.m.           | Dinner and closing remarks |

### Location:

**The MARQ**  
3177 French Road  
De Pere, WI 54115

### Menu:

Roasted Pork Tenderloin with bourbon mushroom sauce, roasted garlic mashed potatoes and gravy, baby carrots, house salad, dinner rolls, assorted dessert bars.

### Registration Details:

**Event Cost:** Member (Pre-Pay): \$20.00 | Member (Pay at Event): \$25.00  
Student: \$15.00 | Non-Member: \$25.00

**To register:** Visit <http://ism-newwisconsin.org> to register online and pay for the meeting via PayPal.  
-OR-  
If you have pre-paid for PDMs, sign up by contacting **Orson Fournillier**  
Email: [ofournillier@coating-excellence.com](mailto:ofournillier@coating-excellence.com)

*Note: Anyone making a reservation that doesn't attend the meeting and hasn't paid will be charged for the meeting as ISM must pay for any reservations that are made.*

## President's Letter



Greetings!

The 2014-2015 ISM program season is upon us and summer has flown by. I hope that you all had a great summer and were able to take some time to relax, refresh and renew yourselves.

Your ISM Northeast Wisconsin board has been very busy over the summer. Some of those activities included sending out and analyzing the responses to the ISM NE-WI Annual Survey. Your feedback was essential to us, and your Board used your responses to create a roadmap for the next program year. Upcoming topics being developed include Best Practices – Contract Development, CEO Roundtable, Networking/40<sup>th</sup> Anniversary Celebration, Economics, possibly a joint meeting with ISM Milwaukee, Logistics and a plant tour combined with our Annual Meeting/Elections.

I want to thank the Board members for meeting over the summer for strategic planning, program and budget planning. Two priorities emerged from the survey responses and informed our strategic planning. Those priorities are: 1) Improve member engagement and 2) Enhance the quality of our Professional Development Meetings. Your Board will be developing metrics for these priorities, as well. I am proud of the team of dedicated volunteers that we have on the ISM Northeast Wisconsin Board of Directors. We are always looking for new talent to share their ideas and energy. As a member organization run by volunteers, the more people are involved, the more that we accomplish together and greater the value we can bring to our membership. Feel free to contact myself or another member of the Board of Directors to learn what opportunities exist and you can begin to get involved.

It is my pleasure to announce that ISM Northeast Wisconsin will be celebrating our 40<sup>th</sup> Anniversary as an affiliate throughout the 2014-2015 program year. To demonstrate the ways that ISM Northeast Wisconsin connects with you, when you attend a Professional Development meeting, you will be entered into a drawing for a prize each month (must be present to win).

Our speaker, Penn Vieau, **Vice President - Talent Development Manager - Associated Bank Inc.**, will be our presenter for our September 10, 2014 Professional Development Meeting. His topic will be "Proven Ways to Have Your Best Year Ever!", which builds on ISM Northeast Wisconsin's 40 great years of connecting with you to provide a quality and cost effective service that promotes supply management leadership and education within a professional networking environment.

Please know that you are always welcome to call or email me or any other Board of Directors member if you have ideas or comments to share. My contact information is listed below.

Kind Regards,  
Cindy Goller, C.P.M.  
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President, ISM Northeast Wisconsin

## Future Meetings & Events

| ISM NE-WI PROFESSIONAL DEVELOPMENT MEETINGS |   |  |
|---|---|--|
| Date<br>Meeting Format                      | Event / Topic<br>Speaker  | Location   |
| October 14, 2014<br>Breakfast               | Strategies to Avoid Common Deadly<br>Sins Found in Procurement Contracts<br>Gary Van Domelen & John Schragger | The MARQ Banquet & Catering Hall<br>3177 French Road<br>DePere, WI 54115 |
| November 11, 2014                           | CEO Roundtable  | Liberty Hall<br>800 Eisenhower Drive<br>Kimberly, WI 54136               |
| December 9, 2014                            | Networking<br>40th Anniversary Celebration  | Liberty Hall<br>800 Eisenhower Drive<br>Kimberly, WI 54136               |
| January 13, 2015                            | Best Practices  | The MARQ Banquet & Catering Hall<br>3177 French Road   DePere, WI 54115  |
| February 10, 2015                           | TBD   | Liberty Hall<br>800 Eisenhower Drive<br>Kimberly, WI 54136               |
| March 10, 2015                              | TBD   | TBD  |
| April 14, 2015                              | Logistics   | The MARQ Banquet & Catering Hall<br>3177 French Road   DePere, WI 54115  |
| May 12, 2015                                | Tour<br>Annual Elections  | Liberty Hall<br>800 Eisenhower Drive<br>Kimberly, WI 54136               |

## ISM Northeast Wisconsin Affiliate Membership Summary

| <b>August 2014</b>    |            |
|-----------------------|------------|
| Regular Members:      | 150        |
| Associate Members:    | 13         |
| Lifetime:             | 9          |
| Student Members:      | 41         |
| <b>Total Members:</b> | <b>213</b> |

**If you have not yet renewed your membership for the 2014—2015 please consider doing so as we have a great year planned for our members!**

**If you need a copy of your invoice, please email [ism.membershipnew@gmail.com](mailto:ism.membershipnew@gmail.com).**

**Thank you!**

Membership inquiries can be directed to: **Vicki Edinger**, Director of Membership  
[ism.membershipnew@gmail.com](mailto:ism.membershipnew@gmail.com)