

May 2007

THURSDAY, MAY 17, 2007

The University Club—1673 Sherman Street

Scott Scheirman

Executive Vice President and CFO
The Western Union Company

The Western Union Spin-Off

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Colorado Chapter

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This month's Happy Hour Sponsor

BOWNE

... providers of financial, marketing and business communications services around the world.

SOCIAL EVENT



June 21
Save the date for our social / networking event! We are planning to host a winetasting event at the beautiful School of Hotel Restaurant and Tourism Management at DU. More information and details will follow—watch for your email initiation!



Please note meeting location CHANGE!

Scott Scheirman is an Executive Vice President and the Chief Financial Officer of The Western Union Company. Western Union is a leader in global money transfer, providing people with fast, reliable and convenient ways to send money around the world and pay bills. Services are available through a network of over 305,000 agent locations in more than 200 countries and territories.

The company, which is headquartered in Englewood, Colorado, has roots back to 1851. Western Union began trading on the New York Stock Exchange on October 3, 2006 following its spin-off from First Data Corporation.

Mr. Scheirman joined First Data Corporation in 1992 and became Chief Financial Officer for Western Union in

1999. Mr. Scheirman also serves as the Chairman of the Western Union Foundation. Prior to joining First Data, he was with Ernst & Young LLP. Mr. Scheirman is a native of Colorado, where he earned a B.S. degree in Business Administration from the University of Northern Colorado. He is a certified public accountant.

PROFESSIONAL DEVELOPMENT SESSION

Topic: *High Stakes Communication*

Presented by: Bowne

Speakers: Steve Mandel, Founder and President, Mandel Communications, Inc.

When the stakes are high, what you say and how you say it makes all the difference!

As a financial executive, any conversation with or presentation to the CEO, the board, or other key stakeholders is “high stakes communication,” especially considering the value of their time and the level of complexity of the data you represent.

If you can't engage their interest immediately, your ability to influence them to

act on your business imperatives is minimized. A powerful, well-crafted message is at the heart of every successful communication.

Mandel Communications (www.mandelcom.com) has developed a world class process for developing what you say and how you say it to maximize the listeners' comprehension, engagement and “buy-in” to what is being communicating to them. Benefits of attending this session:

- Create clearer communications.
- Establish heightened credibility.
- Design compelling messages that get to the point.
- Capture your listeners' interest.
- Use less time and effort to prepare.
- Move your audience to action.
- Make your message memorable.
- Present a positive image.

(continued on back page)

FEI MISSION:

- to inform its members of evolving financial, economic and related technological issues;
- to help prepare its members to successfully address these issues;
- to provide forums for peer interaction and discussion of issues;
- to promote ethical practices and conformance with FEI's Code of Ethics;
- to represent the views of its members before legislative and regulatory bodies and the public; and
- to enhance public recognition, understanding of and support for FEI and its membership.

STRATEGIC PARTNERS



PRESIDENT'S LETTER

We had a great turnout at last month's dinner, as Executive Vice President of the Denver Metro Chamber of Commerce Tom Clark put an entertaining twist on Colorado's economic statistics and demographics. His presentation topped off another enjoyable evening with our friends and our associates.

May marks our last regular dinner meeting, which means we will be electing our FEI Colorado officers and board members for 2007 – 2008. As I announced last month, the following folks will stand for election:

Ron Kucic

President

Jim Grenfell

First Vice-president

Paula Rosson

Second Vice-president

Paul Luck

Treasurer

John Frank

Director

3-year term

David Licko

Director

3-year term

Philip Varley

Director

2-year term (to

replace John Colgan)

As I near the end of my second term as President of FEI Colorado, I want to reiterate my thanks to all of the members who participate

in our organization. Your participation, whatever form it takes, is what makes FEI Colorado the best senior financial executive organization in the Rocky Mountain region. It has been an honor to be your President.

All of the aforementioned officers, as well as existing Directors Cathy Anderson, John Colgan and Pete Roden, and all of the other committee chairs, have helped perpetuate a tradition of excellence and position FEI Colorado to grow and prosper for another 50 years. I also need to thank our administrator, Maita Lester, for handling all of the details so well.

Speaking of the 50 years, after some research, we learned that FEI Colorado received its original charter to the "Controllers Institute of America" (FEI's original name) in October 1957. We are already planning a special evening for next October to celebrate this impressive milestone.

The May meeting will be our student night and we will be providing \$1,250 awards to eight top-notch Colorado accounting and finance students. I once again want to thank each of you and each of our Strategic Partners for, collectively,

making the student awards possible. It is simply great way to recognize some of the future leaders in our profession.

Our annual social event is scheduled for Thursday, June 21st. We are planning an evening of wine tasting and heavy hors d'oeuvres, including a short "PD session" on wine and food pairings. We have reserved space at the beautiful new School of Hotel and Restaurant Management on the University of Denver campus. Invitations will be sent in the next couple of weeks.

Scott Scheirman, CFO at Western Union, will be this month's dinner speaker. Scott will be taking us through their Fall 2006 spin-off from First Data and probably share some thoughts on Mexican wire transfers—it should be another interesting evening.

I also want to remind you that our meeting will be at the University Club this month. I look forward to seeing you at the University Club on Thursday, May 17th.

Bob Scholz

FEAR AND NETWORKING IN LAS VEGAS

By Howard H. Potter

Several weeks ago I had the good fortune to attend the FEI Private Company Spring Forum in Las Vegas. There were a total of 73 attendees of which 56 were CFOs of private companies. Many of the CFOs were family members of the original founders and of the 2nd, 3rd or 4th generation. The cross section of attendees was impressive with revenues of \$25 MM to \$400 MM, and every industry from Zippo lighters, beer distributors, fast food chains, water tower repair, privately held banks, casket manufacturing, to CoorsTek and myself from Colorado.

FEI has approximately 12,000 US members, of whom half are CFOs from

private companies. The biannual private company forum has developed into a very close knit group who share ideas, experiences, and scar tissues that they have had to endure, in some cases to the 5th generation.

Private companies have unique challenges: to pass ownership without paying too much in estate taxes, to reduce earnings and taxable income, to find ways to reduce insurance costs including workmen's comp, health and wind (in the Gulf Coast). The complete openness and sharing at this Forum was both surprising and refreshing.

The next FEI Private Company Forum will be held in St Louis, MO, at the Ritz Carlton on October 11-

12, 2007. I would encourage any and all Colorado private companies to attend. As CFO of Intuitive Captive Solutions, LLC, I will be there for sure.

CAREER SERVICES MEETINGS

May 8 & 22
June 12 & 26
July 10 & 24
August 14 & 28
September 11 & 25
October 9 & 23
November 13 & 27
December 11 only

Additional Information

The meetings are generally held at the offices of Sherman & Howard L.L.C. Please come to the 30th Floor of the building, 633 17th Street (the doors will be open at approximately 7:30). The receptionist will direct you to the meeting room.

FEI Colorado Chapter

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FEI COLORADO CHAPTER REVISED RENEWAL RULES

New membership is annual, based on the month of joining. For those who joined before this policy was put in place, annual renewal is July each year.

- First renewal notice will be sent two months prior to renewal month. Second notice will be sent month of renewal. Third notice will be sent month following renewal month.
- If payment is not received by end of second month following renewal month, membership will be terminated. Example: Renewal due in September – no payment received by last day of November so membership terminated.
- If payment is made in a month preceding or following renewal month, the renewal month will not change. Example: Renewal due in September but payment made in August, renewal date is still September. Renewal due in September but payment received in November, renewal date is still September.
- If a member pays later than two months after their renewal date but prior to a year following their renewal date the payment shall cover that current year and their next year's membership will be due at the next renewal date. Example: Renewal due in September and payment received the following December to August, renewal date is still September.
- If a member pays later than one year following lapse of membership a new renewal date is created. If the member wants to maintain continuous membership, all delinquent dues since last renewal must be paid at time of reinstatement.

PD SESSION *(continued from front page)***About the Speaker**

Steve Mandel, Founder and President of Mandel Communications, is an internationally known training consultant and trainer, specializing in communication skills development. He and his company have trained thousands of executives, managers, and professionals in the skills necessary to effectively communicate their ideas to audiences and groups of all sizes.

Before founding Mandel Communications in 1982 Steve worked for the University of California as an instructor and administrator for the English

as a Second Language Program. He also developed training programs in the areas of business management, finance, computer science, engineering, and management skills for the University Extension division.

Steve is the author of two highly successful books, *Effective Presentation Skills* and *Technical Presentation Skills*, as well as numerous professional articles. He has been a featured speaker for numerous organizations and conferences on topics important to effective communication skills in organizational environments.

Thursday, May 17, 2007

The University Club

1673 Sherman

4 PM PD Session
5:45 Social Hour
6:30 Dinner and Keynote Speaker

RSVP ONLY if you plan to attend the meeting by Tuesday, May 15. Please indicate whether you're attending the dinner, PD session or both. *Call the FEI Colorado Chapter office at 303.839.1858 or e-mail joshua@amanagementgroup.com.*



May Career Service Meetings
Tuesday, May 8 and May 22, 7:30 a.m.

1805 S. Bellaire St. Ste 480
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financial executives
international

