



From the President



Proving your mettle. Of all the professions that require you to prove your mettle every day, investor relations certainly has to be one. Excellence is expected in a role with high visibility to the Street, financial media and your CEO and CFO. What do your CEO and CFO consider an excellent IR program? What do

analysts expect from IR? And, how do I get there? We'll address these questions and more at our [October 4](#) program. You'll hear from a CEO, a sell-side analyst and two IROs about what they see as excellence in IR. Be sure to [register now!](#)

Next week, we're bringing NIRI to your neighborhood with a [breakfast roundtable](#) hosted by Hospira in Lake Forest on October 9. These breakfast roundtables are a great way to network and get to know your fellow IROs better. For me, the relationships I've built with other NIRI members as a result of these breakfast roundtables and other events have proven invaluable. More NIRI in Your Neighborhood breakfast roundtables are scheduled throughout the year, with the next one to be held at DeVry Inc. in the Western Suburbs on November 13.

Speaking of building relationships, be sure to check out our photo gallery on www.niri-chicago.org, which now features pictures from the 2012 IR Workshop and golf outing. We also posted [IR Workshop](#) session summaries and archived webcasts for each of the panel discussions and luncheon presentation.

Before closing, let me mention that NIRI-Chicago Executive Vice President Elizabeth Higashi and I attended the annual NIRI Chapter Leadership conference in Virginia two weeks ago. At this meeting, we discussed how the most successful professional organizations help members achieve their business objectives. Your input on how we can help you achieve your goals is essential to NIRI-Chicago's

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Upcoming Events

October 4
Prove Your Mettle to Your Analysts and CEO: Effective IR Programs
[Register](#)

October 9
North Suburban Roundtable
[Register](#)

November 7
Effective IR in the Changing Capital Markets
[Register](#)

continuing success. Your board wants to hear from you ... so send us an email, give us a call or catch up with us at a meeting. Our [contact information](#) is on our website. We welcome your thoughts.

Until next month,

Lisa Ciota
President
NIRI-Chicago

In the News

- [M&A](#) hits post-crisis low -- and The Deal gets [sold](#).
- Study: [good governance](#) improves stock prices, but [not stock-picking](#).
- Insider [tipping](#) (blame the sell-side)
- 46% of buy-side firms plan more [automated trading](#) next year -- while another 31% are cutting back.
- Debate on [high-frequency trading](#), translated.
- The largest U.S. asset manager "smart bombed" in the 2012 [proxy season](#).
- [Proxy access](#) outlook for 2013: Who knows?
- [Apps](#) for IROs.

NIRI-Chicago Member News

Welcome to NIRI-Chicago's newest member:
Geoffrey Mogilner, Vice President, Edelman.

Congratulations to **John Simley**, Financial Communications Director at Kraft Foods, for winning the IR Workshop survey drawing.

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

Maryellen Thielen
Vice President, Communications
NIRI-Chicago

Photo of the Month



Committee members Elaine Stiles and Victoria Sivrais celebrate another successful workshop

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 **InterCall**



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