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**Upcoming Events**

**September 15  
2017 IR Workshop  
Navigating Uncharted Waters**



**Register**

**October 3  
Niri in Your Neighborhood  
West Suburban Breakfast  
Roundtable**

**Register**

**October 11  
Niri in Your Neighborhood  
North Suburban Networking  
Reception**

**Register**

**Niri in Your Neighborhood  
Downtown Breakfast Roundtable**

**Register**

**Photo of the Month**

**From the President**



Niri-Chicago's one-day IR Workshop, Navigating Uncharted Waters, is just a little over a week away. If you haven't yet [registered](#) for the event on Friday, September 15, now is the time to act. Among the many reasons to attend:

Our day will start with breakfast and *A Glimpse into an Activist's Playbook* -- a fireside chat with Scott Ostfeld, co-portfolio manager, JANA Partners' Strategic Investment Fund. If you followed the [Amazon-Whole Foods](#) merger and many other front-page stories, you might want to know more about how investors like JANA Partners choose their targets and plan their next moves.

- One of the true pioneers of activism defense, Bill Anderson of investment bank Evercore, will help you prepare for and respond to an activist through a case study discussion, *Eye of the Storm: The Dynamics of Activism Defense*.
- The panel on *Navigating the Currents of an IR Career* will feature leading recruiters and a few of our experienced members to discuss trends in IR career management, career resources, and how to differentiate yourself professionally.
- Our panel on capital markets will cover trends such as volatility, black box trading, the passive investing onslaught and Big Data techniques for buying/selling.

In addition to this timely and authoritative content, the day offers extensive networking opportunities including our sponsor showcase, luncheon roundtable discussions, a chance to meet Niri national's new president and CEO Gary LaBranche, and a reception with (yes, fabulous!) prizes to kick off your weekend in style.

The workshop is an excellent value, at only \$200 for Niri Chicago members. For those who find it difficult to get downtown



Mike Zimmerman and Michael Rosen head to the first tee at the 2017 golf outing.

for our monthly programs, this is a great chance to focus on professional education for one day while meeting your peers and checking in with some of your important vendors.

I'm also looking forward to the NIRI in Your Neighborhood events coming up in October and November. I always learn something new in these convenient, informal small-group sessions.

I hope to see you on September 15!

Regards,

Dee Johnson  
NIRI-Chicago President

**Check Out NIRI-Chicago's Mobile App**  
Download on iOS  
Download on Android

### Member Profile

Lisa Ciota is one of NIRI-Chicago's key volunteers -- and has an [award](#) to prove it. Not content with serving on the NIRI-Chicago board, advisory board and IR Workshop Committee over the years, she recently founded our chapter's [Career Development & Networking Group](#) and wrote several [case studies](#) for our website. Next, you'll see her presenting a case study at the IR Workshop. Here's [more about Lisa](#).

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### In the News

- Stock buybacks [continue to slow](#) but were still the single biggest driver of U.S. equity demand in the first quarter.
- Vanguard gets [active](#) while Trian's Nelson Peltz "[plays nice](#)."
- [Study](#) raises a question: are long-term investors the market's true gamblers?
- Academics conclude that managements are more likely to [suppress bad news](#) when challenged by activists.
- Companies faced a record number of [shareholder lawsuits](#) in the first half of 2017.
- A CFO's [IR advice](#): ask, listen, learn.
- [Study](#): Companies that present at 1-2 investor conferences per quarter enjoy greater liquidity in that quarter -- but one-on-ones don't have the same short-term effect.
- [Earnings call analysis](#): Forget the results -- investors leave with a more positive impression when management uses self-inclusive language (I, we, my, ours, us).
- [Accounting](#) gets fast(er).



## NIRI-Chicago Member News

Welcome to NIRI-Chicago's newest members: **Andrew Berger**, managing director, SM Berger & Company; **Elizabeth Saha**, finance and investor relations coordinator, Littelfuse; and **Casey Spoden**, senior investor relations analyst, CF Industries Holdings, Inc.



Congratulations to **Jeremy Cohen** who is now vice president of financial communications at Edelman, and **Perry Grueber**, director, client services, ModernIR.

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



*Maryellen Thielen*  
*Vice President, Communications*  
*NIRI-Chicago*

# Q4

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