

## President News: Value Prop for FEI Membership Continues to Grow



Have you seen the monthly **Workforce Report** from LinkedIn? I first noticed this a few months ago and found it interesting for two reasons.

First, it provides thoughtful analytics on hiring, skills gaps and workforce migration for the NYC market. Hiring is up almost 10% vs. this time last year, and we have lost more workers who move to the West Coast than we have gained from places like Boston and Bangalore. Those are interesting facts and are summarized into simple text and charts. LinkedIn does a good job packing their analysis into a brief monthly report.

Even more interesting is the section called, "Skills Gap". LinkedIn defines this gap as the sum of New York City's *abundance* gap (supply exceeds demand) plus its *scarcity* gap (demand exceeds supply). And they list the skills driving both gaps. Guess where finance skills end up in the February 2018 report? If you guessed the abundance gap, bingo! Out of the top 10 abundant skills, four are in finance roles (General Finance, Corporate Finance, Accounting, Tax). No finance skills appear on the top 10 scarce list.

Really? Aren't we as finance professionals constantly barraged with articles, studies and expert opinions as to how important and in-demand our skills are? Aren't salaries finally on their way up? Aren't recruiters reporting how busy they are? What gives?

Well, LinkedIn claims 146 million workers in the U.S. have profiles, 20,000 companies use their platform to recruit, and over 3 million jobs are posted every month. That's a lot of data and suggests perhaps that there is an abundance gap for finance skills in New York City, at least for the roles listed on their platform. As members of FEI, whether you're recruiting talent to your team, happen to be looking for a new job, or simply doing your best every day at work, you automatically rise above the abundance gap. You are better connected, better informed, and better prepared than those who don't invest in their profession. It boils down to common sense and a little extra effort.

I don't know what to make of all the conflicting information out there about our profession but in the end, common sense still prevails.

See you soon,  
Matt

## New Members

**Paul Belanger**  
**George Golub**  
**Daniel Mignone**, Director -  
Regulatory & Capital  
Management Reporting, Credit  
Suisse  
**Ken Nelson**  
**Michael Patton**,  
CFO/CAO/Controller, Financial  
Consulting  
**Troy Senter**

[Click here for Membership Qualifications](#)

## Career Corner

### Making a Good First Impression

First impressions are essential to your professional life, whether presenting to a board, looking for a new job, interacting with key clients or seeking to expand your professional network. Unfortunately, people often judge you quickly, so pay attention not only to what you say and how you say it, but also how you present yourself overall as well — everything impacts how others perceive you.

[How to Make a Great First Impression In 30 Seconds or Less](#)

[The Secret to Better Networking: How To Introduce Yourself](#)

[6 Ways Successful People Make A Great First Impression](#)



## March 28: Welcome to the BlindSpot Zone



If you have ever said to yourself, "I didn't see that coming!" then Welcome to the BlindSpot Zone™ is a program you won't want to miss!

Our speaker spent 33 months in a federal prison for a crime he didn't knowingly commit because... he had blind spots. What are your blind spots doing to you?

The problem with making ethical decisions is you don't always know you are in the middle of an ethical dilemma. You simply don't know what you don't know! And, sometimes the things you think you know simply are not so.

[Learn More](#)

## April 5: Career Session: Making a Personal Connection



Whether you're selling yourself in a job interview or selling a concept in a business meeting, it's important to make a "personal connection" with your listeners. Discover what it is about you personally that helps you engage your audience.

During this meeting, **Barbara Szala**, President of In-Person Communications, will offer feedback and techniques to polish your content and delivery style. A limited number of responses will be recorded, so many of you can see yourself as others see you.

[Learn More](#)

## April 19: The Impact of Tax Reform

Join Grant Thornton and FEI and hear from leaders in Grant Thornton's tax practice as they cover need-to-know tax reform highlights on a variety of topics, including the tax reform's impact on an entity's domestic and international operations, mergers and acquisitions and compensation and benefits



[Learn More](#)



## Other Upcoming Events

May 22, 2018

Being a CFO in Silicon Valley Today

June 7, 2018

Annual Member and Sponsor Appreciation Event

June 21, 2018

Career Session

[View all Events](#)



## Sponsor Articles

### [Highlights of the Tax Cuts and Jobs Act](#)

On Dec. 22, President Donald Trump signed the Tax Cuts and Job Act. Key provisions of the legislation include reducing the corporate tax rate to 21 percent, eliminating the corporate...  
*Submitted by Crowe Horwath*

### [Lease Changes and Ramifications](#)

2019 will be a big year for the treatment and reporting of leases and the impacts to the lessee, lessor, and company at large are shaping up to be significant.  
*Submitted by Friedman Williams*

### [Can you make your company more agile??](#)

When faced with business challenges, the response is often that companies need to be more agile. But what does it mean and how do you increase agility?  
*Submitted by Grant Thornton*

### [How the insurance industry hides and protects their bottom line](#)

In economics lack of competition results in too high prices and shoddy product. The market forces that correct for those are missing.  
*Submitted by Licata Risk*



## Pictures From Last Month



## Sponsors



Our Chapter is the premier organization for financial executives in New York City. The Chapter promotes the fellowship and interaction among its members and has active programs to enhance their professional knowledge and qualifications. Read more...

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