



www.pengexecs.com

**Northwest Suburbs Networking Group**

**Our Mission - Fostering Business Relationships**

To accomplish this, we are focused on helping businesses prosper by building strong, meaningful connections and partnerships.

**Who we are:** We are a group of 10-12 non-compete business executives, owners and professionals doing business in the B2B marketplace. Together we learn about each other, provide quality connections and sometimes work in alliance for our clients. We give the greatest asset a business person can share; the trust of connecting each other to businesses which could be good power partners for other members or that need our services and products.

**SIMPLY STATED: WE CONNECT EACH OTHER TO MORE BUSINESS.**

**How we connect:** Seated members bring a new non-compete guest to a monthly luncheon on the **3rd Thursday** from **11:30 AM until 1:00 PM.**  
**Westwood Tavern - 1385 N Meacham Rd, Schaumburg, IL 60173, USA**

If interested in learning more or attending, please email us at: [info@PENGexecs.com](mailto:info@PENGexecs.com)



**Lori Grana, CIC, TRS, Agency Principal**  
**Insurance Benefits Resource Group, Inc.**  
1491 Cumberland Parkway, Algonquin, IL 60102  
O: 224-333-0550 Email: [lori@insurancebrg.com](mailto:lori@insurancebrg.com)  
Website: [www.insurancebenefitsresource.com](http://www.insurancebenefitsresource.com)

- Does your Insurance Agent work for a company or work for YOU?
- Does your Agent help you identify gaps in coverage and lower your insurance costs?
- When is the last time you had an account review?

**Good Connections for Lori:**

- Contractors and/or Construction - Union or private with employees
- Professional Services – Technology, Accountants, Lawyers, Medical, Marketing, Non-Profits
- “Wheels” – Service Fleets with branding, Truckers, Public Transportation



**Charles Franklin “Charlie” -**  
181 Waukegan Road, Suite 205 Northfield, Illinois 60093  
O: (847) 701-2250 Email: [cfranklin@fgcclaw.com](mailto:cfranklin@fgcclaw.com) Website: [fgcclaw.com](http://fgcclaw.com)

- Accused of malpractice? Insurance claim or loss on coverage?
- Contacted by an investigator or regulator and it relates to a professional license or a registered practice and earning a living?
- Concerned with limiting your liability and risk exposures - whether preemptively or after a deal or event?

**Good Connections for Charlie:**

- Licensed Professionals & Registered Businesses—Accountant, Attorney, Real Estate Broker, Appraiser, Inspector, Healthcare
- Policyholders - - Businesses and Individuals with Insurance Claim or Coverage Issues
- Construction Companies and Property Developers



**THE KIMBALL TEAM**  
**CROSSCOUNTRY MORTGAGE™**



**Richard Kimball - Regional Vice President**  
NMLS 145114 Company NMLS 3029 O: 847-603-2215  
1041 Bonaventure Dr., Elk Grove Village, IL 60007  
Email: [RKimball@ccm.com](mailto:RKimball@ccm.com) Website: [richkimballteam.com](http://richkimballteam.com)

- Do you have questions about buying a house?
- Would you like to find out if you are in the best mortgage for your situation?
- Do you know a Realtor looking for an outstanding lender?

**Good Connections for Rich:**

- Realtors, Home Builders and Financial Planners
- Businesses with 250+ employees needing additional employee benefits
- Anyone in the mortgage business –We are a fast-growing company and are always hiring

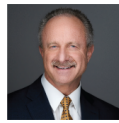


**Dee Reinhardt - Principal**  
708-822-2152 Helping business with the “How & Why” of social marketing.  
Email: [dee@time2mrkt.com](mailto:dee@time2mrkt.com) Website: <https://time2mrkt.com>

- Do you need help with the world of digital marketing?
- Do you want a social media strategist who can help you Plan, Create & Implement your social media presence?
- Do you want Social Media Coaching?

**Good Connections for Dee:**

- Other marketing firms who need a social media strategist
- Small Business owners without a marketing person on staff
- Associations who want to provide social media training or LinkedIn workshops for their members or constituents



**Gregory Godfrey - VP/Business Banker**

1708 W Fullerton Ave. Addison, IL 60101 O: 847-586-2009  
Email: ggodfrey@firststambank.com Website: www.firststambank.com

- Does your business need banking fraud protection tools?
- Is it time to review the interest rates on you current loans?
- When is the last time you sat down with your commercial banker for a relationship review?

**Good Connections for Greg:**

- Business Owners -Commercial-Industrial, Manufacturing, Wholesale, Professional or Service related.
- Privately owned companies that need full Relationship Banking.
- Commercial Realtors, Accountants, Attorney's and Business Brokers/Consultants



**Joel Regier - Wealth Advisor**

1600 Golf Road, Ste. 1200. Rolling Meadows, IL 60008 O: 847-595-1955  
Email: joel@regierpwm.com Website: www.RegierPWM.com

- Reviewed your investment portfolio lately?
- Does your financial advisor reposition your portfolio with changes in legislation and the market, or tax rates?
- Have you explored alternatives to traditional bond funds?

**Good Connections for Joel:**

- Business Owners
- Professional service providers -- attorneys, CPAs, brokers, and bankers.
- Company Executives and managers



**Sean Fergus**

O: 847-421-4601 Email: sean@ferguslawllc.com  
Website: www.ferguslawllc.com

- Do you have a residential or commercial property closing coming up and need legal representation?
- Has a relative recently died leaving an estate in probate?
- Need representation for civil litigation or mediation?

**Good Connections for Sean:**

- Real Estate brokers
- Referrals for civil litigation
- Referrals for probate cases



**Matt Malawski**

O: 630-841-3101  
Email: matt.malawski@asuresoftware.com  
Website: www.asuresoftware.com

- Do you currently outsource your payroll services/human resources department?
- What if a new payroll partner could save you 25-35%, provide you better reporting options and give you better customer service, would you be willing to hear what he has to offer?
- How do you know if you are compliant with the current payroll changes at local, state and federal levels?

**Good Connections for Matt:**

- Bankers-specifically commercial lenders
- Brokers - insurance, investment
- CPA's - including accountants, registered agents and bookkeepers



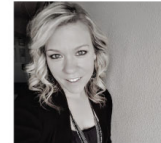
**Tim Downey**

Heartland Payment Systems C: 847-347-5896  
Email: tim.downey@e-hps.com Website: heartlandpaymentsystems.com

- Do you need a reliable credit processing company?
- Would you like to eliminate a middleman and reduce your credit card processing cost?
- Do you want to offer your customers touchless payments?

**Good Connections for Tim:**

- Business owners, general managers — all verticals
- Financial services — accountants, bankers, insurance brokers, financial planners
- Technology providers — point of sale, web developers, IT professionals



**Carol Dieringer**

Tel: 331-222-7179 | Mobile: 630-370-7358  
Email: Cdieringer@theofficevalet.com Website: www.theofficevalet.com

- Are you spending more time in your Back Office than on your business?
- Are you getting the most out of QuickBooks for your business?
- Do your Financials give an accurate picture of how your business is running?

**Good Connections for Carol:**

- Small to Medium Sized Business Owners
- Financial Services – Accountants, Bankers, Financial Planners, Business Brokers
- B2B Small Business Firms – IT, Insurance Brokers, Business Attorneys, Payroll Providers



**Chris Higgins**

O: 224-214-0611 Email: chiggins@ccstechnologygroup.com  
Website: www.ccstechnologygroup.com

- When was the last time you had a 3rd party IT assessment to see if your IT team is doing a good job?
- Does IT take up a too much of your time or a key employees time?
- Are you looking for a better hybrid or remote working solution?

**Good Connections for Dave:**

- Business advisors: Business Law, CPA, Business Coaches,
- Events People: Trade associations, Business
- Clients: Owners, C –suite, professional services, construction, 20-150 employees