



FCC Services Welcomes Karen Englert



FCC Services' Affinity Program includes a Conference Sponsorship Program and the National Discount Program (NDP). These programs position best-in-class business Partners to our conference attendees and our National Discount Program Members, which include Farm Credit and cooperative entities and their employees, directors and loan customers.

The NDP offers a variety of premium products and services at discounted prices to Program Members, from mobile communications and car rentals to promotional items and an auto/truck fleet program. Our Partners are selected for their quality, relevance and customer service. As a result, our Partners are equipped to serve the needs of the Program Members and their organizations, marketplace and industry.

Karen Englert recently joined FCC Services as the Affinity Sales and Marketing Manager to oversee the FCC Services Affinity Program. Karen brings with her years of experience in program management, business development and customer relations, and a commitment to building strong relationships with external and internal partners.

Karen is skilled at serving as a liaison between her organization and outside partners, from initial outreach to relationship development. Her most recent experience with DaVita HealthCare Partners included serving as the liaison between insurance brokers, executive leadership and deal teams, building her relationship management, negotiation and facilitation skills. Her background also includes positions in integrated supply chain management, vendor management and franchise development, provider relations and contracts management. From the details of contract negotiation and policy review to the nuances of effective communications, marketing and vendor relationships, Karen's background is ideally suited for her new role.



“My experience has enabled me to develop a suite of skills that I believe will serve me well in managing the Affinity Program,” Karen says. “My goal is to fully understand each vendor’s objectives and offerings, and then find ways to build the relationship.”

In her new role, Karen will work to reposition and rebrand the Programs. She will work with the Members and Partners of the National Discount Program, energizing relationships and maximizing the value brought to FCC Services, Members and Partners. She will utilize the Conference Sponsorship Program to capitalize on Partners’ best-in-class business offerings to help attendees find solutions to help solve their challenges.

“It’s exciting to be managing a program that has already been working well, and to now have the opportunity to energize and expand it so it serves our stakeholders even better,” says Karen. “I have a passion and a commitment to serve FCC Services and to strengthen and build mutually-beneficial partnerships.”

To become a Member of the National Discount Program and start saving today, go to <https://www.fccservices.com/national-discount-program>.

For information on the FCC Services Conference Sponsorship Program, go to <https://www.fccservices.com/events/sponsorships> or contact Karen Englert at Karen.Englert@fccservices.com.