



Member credits FWI for long-term career in bank management

Ten years ago, Marcia Malzahn was president of the local FWI chapter (and was elected for another term this year), and had also completed FWI's Management Certificate Program. Those two opportunities helped her develop some solid leadership skills, outside of what her bank position could offer. Soon after, she was promoted to a bank manager, skipping over a supervisory position.

"They basically came to me and said, let's talk management. They knew I had leadership skills that were being developed through FWI, and they saw that I was taking initiative with FWI and its certificate programs," recalls Malzahn.

Since 1993, Malzahn has held many positions at a number of market banks, including six years in cash management and six years in private banking as a lender. She joined FWI that same year to develop personally and professionally, gain leadership skills, and develop a strong network of peers. She has not been disappointed.

"When you join the board and take on leadership positions, you really start developing in a totally different way than at work. Being involved in the board has made a difference in my career, mainly because of developing that gift of leadership," says Malzahn.

She has developed a flair for public speaking as well, a talent that has flourished during her two terms as FWI President. She also credits FWI for giving her visibility, recognition and contacts within the industry that have served her career.

Today, Malzahn is the CFO and Sr. Vice President for Tradition Capital Bank in Edina, Minn., a denovo bank that opened in July, 2005. She handles finance, operations, information technology, and human resources, and serves as Corporate Secretary for the Board of Directors.

FWI has supported her in every job she has worked, she says, and she regularly seeks the talents and expert advice of her FWI colleagues. FWI's products and services have also contributed to her successful career through the years, specifically the Management Certificate Program.

"I'm actually doing it again, the MCP Level II," she says. "Being part of the MCP is an incentive to attend all the meetings and networking events. The educational part of FWI is my favorite part. Next to that it is the connections and networking."

Malzahn encourages her employees to join FWI, telling them it's a gift that she wants to give them. "When you present it as a gift, they receive it differently than if they were told they had to belong."



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