

CEO Advisory Groups



When You Have Questions, CEO Groups Have The Answers

AICC's CEO Advisory Groups were formed as a resource for box manufacturing plant CEOs. Members of each group focus on real-world experiences, best practices, and the pitfalls to avoid. You are held accountable and helped by your peers. Connecting with other executives gives you the opportunity to see your company from an outside perspective and discuss changes that can positively impact your bottom line.

What Each Group Does

- ▶ **Meets** at member plants throughout the year, giving you an inside look at how fellow box makers operate (their floor layouts, their workflows, their wins, and their workarounds)
- ▶ **Utilizes** an AICC-approved facilitator who keeps discussions focused, productive, and on track
- ▶ **Connects** you with CEOs and top executives who understand the specific dynamics of the box manufacturing industry
- ▶ **Maintains** strict confidentiality through a signed agreement, so what's said in the room stays in the room
- ▶ **Explores** the fundamentals that drive your business: day-to-day operations, marketing, recruiting and retaining employees, innovation, and profitability
- ▶ **Creates** space for an outside perspective on your own business, the kind that helps you spot what's working, what isn't, and what's costing you more than you think
- ▶ **Allows** you to share personal leadership challenges openly, without risk to your standing or your role



Who Should Join

CEO Advisory Groups are open to:

- ▶ **CEOs and Presidents** of independent corrugated box manufacturing plants
- ▶ **Top Executives** at box making companies who are driving strategy and operations
- ▶ **Second Generation Family Plant Owners** navigating the unique pressures of inherited leadership, succession, and growth

How to Join

Eligibility

CEO Advisory Groups are open to AICC box plant members only. Your company must be an AICC member in good standing, with all membership dues current.

If your company is not yet an AICC member, membership information is available at aiccbbox.org/membership/join-aicc/.

Annual Fee

The annual fee is \$3,500 per member. This covers your AICC-approved facilitator and three group meetings per year held at member plants.

Confidentiality

All members sign a confidentiality agreement before joining. Information shared within the group is never compromised. All groups operate under antitrust guidelines

Apply & Find Your Group

Download and return the application to **Rebecca Rendon**, AICC's Director of Education & Leadership Development, at rrendon@aiccbbox.org.

Meet Your Facilitators

Your group isn't just peer-led, it's guided by experienced facilitators who bring structure, expertise, and a deep understanding of what it takes to run a business.

Matt Eichmann – NEW!



Matt brings more than 25 years of experience in P&L management, finance, and boardroom leadership. A former U.S. Marine officer and ICF-certified executive coach, he knows how to cut through complexity and help leaders make better decisions under pressure. He combines military discipline with practical business acumen, and he won't let a good question go unanswered. The ideal facilitator for the next generation of CEOs.

Dr. Scott Ellis



Dr. Ellis specializes in leadership development and process improvement, with 20 years of experience working within the packaging industry. He understands the operational realities of running a box plant and brings a structured, research-informed approach to helping executive teams work better individually and together.

Mitch Klingher, CPA



Mitch has over 30 years of accounting experience, with a specialty in paper conversion and packaging businesses. When the conversation turns to margins, cost structures, or financial strategy, Mitch is the person in the room who knows exactly what the numbers mean, and what to do about them.



CEO Advisory Group Application Form

Company

Full Name

Title

Email

Phone

Company City

State

Zip Code

Company Type: ☐ Sheet Plant ☐ Folding Carton ☐ Rigid Box ☐ Corrugator Plant

Product Mix (% brown box/ high graphics): ☐ Yes ☐ No

Approx. # Of Employees: _____

Payment Information

Credit Card: ☐ AMEX ☐ Visa ☐ MasterCard

Credit Card Number

Expiration Date

CVV

Name on Card

Billing Address

Billing City

State

Zip Code

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