

Council of Competitive Intelligence Fellows

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TWO INTELLIGENCE PIONEERS INDUCTED INTO FELLOWSHIP

Honorees Expertise Spans Decades, are Honored with Accolades

The Council of Competitive Intelligence Fellows (CI Fellows) are pleased to announce the induction of two professionals who have long been leaders in the competitive intelligence (CI) community. David Kalinowski (President, Proactive Worldwide) and Terry Thiele (Global Practice Lead - Strategic Planning and Sustainability, Synfiny Advisors) have not only built unique identities within the intelligence community but are emblematic of the lifelong impact one can have.

New CI Fellows are selected annually based on notable contributions and a demonstrated commitment to furthering ethical and robust competitive intelligence practices and education. Individual Fellows serve as Ambassadors, Champions, Mentors, and Educators in support of the Council's service to the broader CI discipline worldwide.

Kalinowski co-founded Proactive Worldwide, a leading global market intelligence agency, in 1995. A 32-year veteran in the CI field, Kalinowski is known for his skills in helping clients recognize and transcend their business and competitive challenges. He has directed over 1,000 global research and consulting engagements for more than 75 Fortune 500 companies to help them gain and maintain a competitive edge covering industries such as Financial Services, Technology, Consumer & Industrial Goods, and HCLS. He is the co-author of two bestselling CI books, with the most recent published in 2022, *The CI-Driven CEO* [\[link\]](#).

Thiele has spent over forty years helping government officials and corporate officers with, and teaching graduate students about, strategic planning and issues advocacy. He has authored a book applying strategic planning methodologies to explore the future survivability of our species *Our Fourth Age: A village elder's story for young Homines sapientes about surviving their future history* [\[link\]](#). Thiele received his B.A. magna cum laude from Princeton University and his juris doctorate from the New York University School of Law. He is a graduate of the National War College. Thiele served for 15 years in the U.S. Army Reserve, Judge Advocate General Corps, honorably discharged with the rank of captain.

Leading up to the induction, Council President August Jackson noted, “I’m honored to bring these two fine men into the Council. Their contributions are exemplary and have propelled the practice of CI forward. These two are deserving and distinguished and we look forward to their continued contributions and leadership as part of the CI Fellows.”

For more information visit www.cifellows.com

ABOUT THE COUNCIL OF COMPETITIVE INTELLIGENCE FELLOWS

The Council of Competitive Intelligence Fellows is a 501(c)(3) educational non-profit organization. Our mission is to sustain and foster the CI discipline in two fundamental ways: in service to the profession and in service to the professional in commercial, non-profit and educational establishments. Through roles as Ambassadors, Champions, Mentors, and Educators, the Council’s Fellows provide thought leadership, educational guidance, and awareness of sound intelligence practices to competitive intelligence and related fields to support and propel our industries, organizations, and professional communities. Our Fellows span the globe, across the Americas, EMEA, and Australasia. For over 30 years, CI Fellows are nominated and selected annually based on their contributions towards the advancement of CI practices and the CI discipline.

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