

LEAD.

Leading Leaders, Changing Lives.

Vistage Chairs help senior executives become better leaders who make better decisions and achieve better results



The World's Leading Chief Executive Organization



VISTAGE[®]
better leaders • decisions • results

OUR MISSION

Dedicated to increasing the effectiveness and enhancing the lives of chief executives

Vistage International, with 14,500 members in 16 countries, is the world's leading chief executive organization. Vistage members' companies generate nearly \$300 billion in annual revenues and collectively have more than 2.1 million employees.

The result of the Vistage member experience: Member companies are better run and grow their revenues, on average, at twice the percentage growth rate after joining.

At the core of the Vistage membership experience is the Vistage Chair. There are more than 600 Chairs worldwide. Each is an independent contractor who serves as a facilitator, coach and advisor to ensure that every Vistage member receives the maximum value possible in order to grow their businesses, improve their lives, and influence others.

Our values:
Trust, caring, challenge
and growth.



Vistage Chairs are highly respected advisors and coaches to the most influential leaders of our economy – CEOs, top executives or owners of small- to mid-sized businesses.



LIFE AS A VISTAGE CHAIR... WHAT CAN I EXPECT?

As the leader of a Vistage group, you'll be an advisor and coach to CEOs, senior executives, and business owners who have committed to enhancing their companies' performance.



AS A VISTAGE CHAIR, YOU'LL EXPERIENCE:

RESPECT, SATISFACTION, INFLUENCE

Each month, you'll facilitate your own Vistage group: up to 16 CEOs who look to you for guidance to help grow their businesses. You'll have a unique opportunity to make a great impact on the few who influence the many in your community.

MEANINGFUL RELATIONSHIPS, ENHANCED EFFECTIVENESS

Helping others is fundamental to your success as a Chair. In your monthly one-to-one coaching sessions with your group members, you'll get to know their strengths, ambitions and limitations. When they achieve milestones you've set together, it is unbelievably rewarding.

PASSION FOR WHAT YOU DO, EVERY DAY

As a Chair, you're in a position of trust and must be open to whatever comes up among your group members. It takes courage and patience to listen without judgment and allow the challenges – and the solutions – to surface. Not only will your members grow both personally and professionally from the Vistage experience, but *you* will as well.

"I can't think of a more challenging and rewarding career than guiding a group of successful people who run companies to ideally resolve their issues and maximize their opportunities."

Bob Dabic
Vistage Chair



1957

The Executive Committee (TEC) founded by Robert Nourse in Milwaukee



1968

TEC California founded by Fred Chaney and Bill Hall

1977

20th anniversary of TEC; 245 members in 23 groups, now including Texas and New Mexico

1978

TEC headquarters moves to San Diego



1986

TEC Canada and TEC Australia are founded



1987

30th anniversary of TEC 650 members in 84 groups in 17 states and 3 countries;

TEC introduces Key Executive Program

1988

TEC reaches 1,000 members

MILESTONES



What would it mean to you to positively impact hundreds of people in your community?

“It’s a tremendous privilege to work with CEOs who are building businesses, helping them with the important decisions they make as they build their organizations and balance their lives.”

John Walker
Vistage Chair

Why Choose to be a Vistage Chair?

When we ask Vistage Chairs why they love chairing, four themes come up again and again.

1 STABLE INCOME AND HIGH RETURN OF INVESTMENT ON TIME

As an independent contractor, you choose the time commitment and income requirements that fit your personal needs – from part time at up to \$95K to full time at up to \$350K per year. In addition to generous monthly earnings, you are eligible for significant bonuses. The financial rewards escalate as you attract new members and start additional groups.

2 MAKE A DIFFERENCE IN THE LIVES OF OTHERS

In your career as a CEO, business owner or senior executive, you’ve amassed unique knowledge and experience that has led to your success. Now you have the opportunity to guide business leaders who can learn from your life’s successes – and failures. The appreciation and gratitude you’ll receive from your Vistage group is rare in a career.

3 PRESTIGE AND RECOGNITION FROM THE COMMUNITY

You’ll receive enormous gratitude from your members for guiding them through tough times and pushing them – and their businesses – to the next level. The respect and recognition from peers and the Vistage community is extremely satisfying.

4 ALIGNS WITH LIFE PURPOSE

The lifestyle and mission of a Vistage Chair provides a deeper sense of meaning in life. It’s not just about the money. It’s about doing the right thing, making a mark on the local community and improving the lives of others.

Chairing also offers flexibility, so you spend more time doing the things you love to do with people you care about – without compromising your goals or standards.



1989

TEC UK founded



1992

TEC reaches 3,000 members



1996

TEC Brazil is founded



1997

40th anniversary of TEC. 5,000 members in 470 groups; 750 members in 70 Key Executive Program groups

1998

Knowledge Universe acquires TEC; TEC Online Web site is launched; TEC reaches 6,000 members

What are the Requirements?

PREREQUISITES OF A VISTAGE CHAIR

It takes a special person to coach and guide others towards their own pathways to success and life balance.

DOES THIS DESCRIBE YOU?

- President, former CEO, business owner or senior executive with P&L responsibility
- Strong leadership skills, self-confidence and an entrepreneurial spirit
- Strong financial acumen
- Impeccable integrity and work ethic
- Ability to listen, probe, challenge, clarify and generate insights in individuals
- Ability to challenge senior executives and hold them accountable for actions they've committed to
- Self-starter with availability to dedicate a minimum of one week per group per month
- Strong social and business network

IF SO,

Contact us about becoming a Vistage Chair today. Each successful candidate will receive support and training from Vistage, including a one-week, on-site comprehensive training program in San Diego, California, and assistance and incentives in building groups, such as:

- One-to-one coaching from a tenured Chair
- Access to marketing tools to research and identify prospective members
- Local informational event to attract prospects
- Regional events and conferences



2000

Thomson Learning becomes major shareholder in TEC



2003

TEC Wisconsin/Michigan and TEC Florida reach 500 members each; MyTEC Web site is launched (replacing TEC Online)



2004

TEC reaches 10,000 members worldwide; TEC UK and TEC Canada each reach 500 members

2005

TEC reaches 12,000 members worldwide; TEC Australia reaches 1,000 members

2006

New Vistage international brand launched; local offices open in major u.s. markets; Vistage expands international community

2007

Vistage marks 50th anniversary; Vistage China founded



MILESTONES

Long-lasting relationships with a close-knit community.

RESPONSIBILITIES

As a Chair, you will help CEOs and executives become better leaders, make better decisions and achieve better results. It may be the most fulfilling work of your career.

SPECIFICALLY, YOU WILL:

- Lead confidential monthly group meetings, where members assist each other to solve business issues
- Coach, mentor and act as confidante to each member in monthly two-hour, one-to-one executive coaching sessions
- Keep members accountable for their commitments
- Recruit and conduct selection interviews to fill and maintain your group
- Schedule expert-resource speakers through Vistage HQ
- Ensure attendance at group meetings, to guarantee a satisfying experience for all
- Actively participate in the Vistage community



Vistage Chairs: On the Experience

Pat Hyndman, Vistage Chair since 1992

“I’m in the business of continuing the education of presidents of companies. It’s a remarkable experience, and having ‘been there and done that,’ I can say it’s the single most important thing that I’ve done in my career.”



Jeannette Hobson, Vistage Chair since 1995

“Helping my members is tremendously satisfying, but the greatest pleasure and surprise of Chairing all these years has been the camaraderie of the other Chairs, how much I’ve learned from them, and their friendship.”



Mike Richardson, Vistage Chair since 2003

“The most rewarding thing for me as a Chair is to be a catalyst– to bring a group of executives into a room to create a challenging, caring and trusting environment in which everybody can grow their business and enhance their lives.”



Patty Vogan, Vistage Chair since 2006

“Creating a safe and trusting environment for my groups allows the group process to emerge through collaboration, innovation and collective brilliance. This combination creates the magical moments that change the lives of each member on a monthly basis as we solve issues and challenge opportunities.”



K. Cort Harwood, Vistage Chair since 2007

“Being a Chair is an honor, a privilege and an incredible responsibility. These business leaders open their lives up to you in a way that can never be described. You become their confidant, their accountability partner, their cheerleader, their coach, their biggest challenge and their greatest resource. When a member shares with me how impactful our time together has been, I truly feel like I’m “making a difference” in the lives of others.”



From a life of success to a life of significance

Consider becoming a Vistage Chair
Leading leaders, changing lives
Call 800.274.2367



VISTAGE[®]
better leaders • decisions • results

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TEC, The Executive Committee, The Executive Connection

Argentina	Chile	Malaysia	Singapore
Australia	China	Mexico	South Africa
Brazil	Germany	Netherlands	United Kingdom
Canada	Ireland	New Zealand	United States

Vistage and our affiliates are in 16 countries with nearly 14,500 members.

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