



# THE ALTERNATIVE BOARD®

*Change Perspective. Improve Business. Enjoy Life.*

**We get it, in the full “*lying awake at 2:00 in the morning*” sense of business ownership.** ©

All businesses need professional advice. Attorneys, accountants and consultants provide valuable expertise in their specific areas. There are questions, however, that only business owners ask, and only business owners can answer.

How do I build a team of qualified people so that the company doesn't rely so much on me?

How do I maintain or increase my profitability in an increasingly competitive environment?

How do I reduce my work load and stress?

How do I grow the company, when I'm working as hard as I can already?

How do I stay on target with my long term goals, despite the daily demands of running my business?

How do I assure myself a better lifestyle 10 years from now?

TAB members are successful business people who understand that outside advisors can bring value in all areas of the company. Professional advisors provide expertise in their areas, but it takes another business owner to truly understand the joys, pressures, excitement and loneliness of being “the one at the top.”



## FACT SHEET

### THE ALTERNATIVE BOARD®

*Change Perspective. Improve Business. Enjoy Life.*

*We are passionate about working with company owners who compete aggressively, play fair, and who improve the quality of life for themselves, their employees and their community.*

#### **TAB Membership:**

- Open to Owners, Presidents, CEOs and Managing Partners
- Boards are selected to blend industries and expertise
- No competitors, vendors or customers in the same Board
- Boards begin at 5 members, and none are larger than 10 members
- Members are matched for business size and complexity
- A Professional Certified Facilitator runs each meeting
- Highly confidential forum - members share the issues and opportunities that they can't discuss with employees, family or friends.

#### **TAB Benefits:**

- Four hour Board meeting each month to work on business improvement
- 200 years (average) of executive experience in each Board
- Membership includes private coaching in your office by an experienced professional
- SBL (Strategic Business Leadership) - TAB's proprietary planning system for entrepreneurs
- TAB Vantage - Our exclusive online resource for scoring every area of you operation
- Profit Cents – An annual comparison of your financial performance to the rest in your industry
- A full schedule of optional networking, social events and seminars

#### **TAB International Facts:**

- Founded in 1990, in St. Louis Missouri
- TAB Boards meet in over 180 cities in 3 countries
- 3000 active business owners
- Over 5000 members have used the TAB process
- Recognized as one of "100 Best Franchises" by Entrepreneur Magazine

#### **TAB San Antonio Facts:**

- TAB San Antonio founded in 1997
- The largest TAB chapter in North America since 1999
- Membership is over 100 members in 14 Boards
- Nine Certified TAB Facilitators
- Three full time support staff
- Ranked among the San Antonio Business Journal's "Top 25 Business Organizations" for 2006, 2007
- Active members of the Greater Chamber and the North Chamber
- Operated by MPN Incorporated, consultants to business owners since 1992

#### **Considering Membership?**

**TAB membership is by invitation only. Prospective members may schedule a complete presentation on TAB benefits by contacting us at (210) 615-1800 or [info@TABSanAntonio.com](mailto:info@TABSanAntonio.com). Nothing is sold. If you wish to further consider membership, we will continue the process with an in-depth personal interview, confidentiality agreement, and presentation for membership approval.**

## What our San Antonio members say about The Alternative Board®

*"TAB is one of the most important organizations in the success of my business. Not only do I receive great value from my fellow board member's input but the personal coaching is critical. TAB has helped me to understand that I can take my business to the next level."*

**Doug Miller, Owner**  
**Miller & Miller Insurance**

*"Hearing the challenges of other industries gives me perspective on human resource issues, marketing, management, and long-range planning that I would not necessarily think about in my typical work day. It helps me be creative in a profession that can sometimes be rather rigid."*

**Nancy Vaughan, CPA, Managing Partner**  
**Armstrong, Vaughan and Associates**

*"For the first 27 years of business, I was accountable ONLY to me. It was very easy to delay considering possible business improvements. As a CPA and business advisor, I would become involved in my client's businesses and problems. Since becoming a member of TAB some years ago, it has forced me to devote time, effort, and imagination in planning and operating my business."*

**Steven Bankler, Owner**  
**Steven Bankler, CPA**

*"I refuse to put a value on the time I spend in TAB. It is a discipline which allows me to step out of the day-to-day tasks each month and think about my business. That thinking improves my vision and helps clarify the direction we are headed in ways that we cannot even realize. It prevents the insanity of just going to work without thinking. In that sense, the time we spend in TAB is priceless."*

**Bob Knoll, CEO**  
**Millennium Packaging**

*"TAB addresses my need for a time each month to try to find order; a time when I can reflect on where I am and where I want to be."*

**Daryl Klecka, President**  
**Klecka Electric Company, Inc.**

*"TAB has been a turning point for our company. The knowledge that I have gained over the past 6 years you couldn't get from a Text book and or a school. I have learned to delegate responsibilities, build a management Team and to work on my business not in it. Our sales have doubled over the last 6 years and even with slow new home construction we have been able to weather the storm due to organization that we have built because of my TAB meetings each month that hold me accountable for my actions and follow through."*

**Craig Noto, President**  
**Quality Fence & Welding**

*"There are two things that never cease to amaze me: First, even businesses from vastly different industries seem to have about 90% of the same issues to deal with on a regular basis; and second, the creativity and innovation that can come from learning how things are handled differently in different industries and then applying it to your own situation is unbelievable - it goes way beyond what you can learn from the wisest, oldest sage in your same industry. Trade groups are good for the simple stuff. It takes creativity and fresh perspective to be groundbreaking."*

**Lara August, Owner**  
**Robot Creative**

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