

Challenge the Way You View Your Company

Consider some of the following thought-provoking questions in TAB Business Vantage®:

- Have you clearly defined the features and benefits of your products and services?
- Have you pinpointed the weaknesses in your selling process?
- Do you have a written customer referral process?
- Do you have a written accounts receivable collection policy?
- Do you conduct exit interviews when people leave?
- Do you prioritize your strategic goals by how they impact your bottom line?

Maximize Your Results with TAB® Resources

TAB membership provides valuable features including:

- TAB Business Vantage® Coaching
- Monthly TAB Board Meetings
- Strategic Business Leadership® Coaching

Additionally, TAB Board membership gives you a forum to discuss your plans and a group of dedicated, seasoned business owners who will keep you accountable for following through on your action items. With the help of your TAB-Certified Facilitator/Coach, your private coaching sessions will allow you to evaluate and modify your company strategies, goals and action plans on a continuous basis.

TAB Vision

To be a leading international provider of peer advisory and coaching solutions to leaders of privately held businesses. Based on real-world experience, we will encourage and empower our members to achieve their business and personal vision.

What Our Members Say

“Through TAB, I’ve learned to better manage inventory issues, downtime and distribution. After every meeting, I have an action plan of new ideas that have worked for other business owners.”

—PRESIDENT OF AN ARCHITECTURAL DESIGN COMPANY

“I took TAB Business Vantage® about two years ago and it was a humbling experience to realize how many of the basic business areas our family was not knowledgeable about. I’m proud to say we just took TAB Business Vantage® a few weeks ago and comparing it to our first assessment, we look like superstars—thanks to my board and thanks to TAB.”

—PRESIDENT OF A MASONRY COMPANY



THE ALTERNATIVE BOARD®
Achieve Success with Peer Advice and Coaching

www.TABBoards.com

TAB15-0207



TAB Business Vantage®

Gain Perspective on Your
Company’s Performance
Like Never Before



THE ALTERNATIVE BOARD®
Achieve Success with Peer Advice and Coaching

View Your Business from a More Comprehensive Perspective

At The Alternative Board®, we'll help you analyze your company's performance and prioritize goals to achieve the quick results you need to stay one step ahead of your competition.

TAB Business Vantage® is an online assessment tool designed to give you an in-depth, 360-degree snapshot of your business. With more than 300 questions to guide you through each area of your company, TAB Business Vantage® gives you the edge you need. The resulting data will equip you with the information critical to your company's future.



Measure Company Performance for Comparison

Your TAB-Certified Facilitator/Coach will walk you through your results, as well as brainstorm ideas and create actions plans for improving the areas needing the most work. In addition to evaluating your company performance, you can designate part of the TAB Business Vantage® assessment to partners or key employees. The results of these assessments will allow you, with the help of your TAB-Certified Facilitator, to evaluate your expectations—as the business owner—against your partners' or key employees' actual performance and perception of the company performance.

Insights that Will Impact Your Bottom Line

The TAB Business Vantage® assessment will enable you to analyze all areas of your business, including your personal perceptions and key areas essential to every organization. It will also give you the opportunity to evaluate the company's short- and long-term goals. TAB Business Vantage® will help you think through your responsibilities and those of others in your organization. Key functional categories include:

- Planning
- Employee Development
- Marketing
- Sales
- Internal Communications
- Customer Service
- Operations

- Computer Technology
- Corporate Finances
- Human Resources Procedures

There is no doubt your company is unique; however, 75–80 percent of all business issues are common to all businesses. TAB Business Vantage® has been developed with your needs in mind and includes optional questions to evaluate those unique areas. These topics include:

- Companies that Bid for Work
- Family Business

“My spouse (and business partner) and I had the opportunity to complete TAB Business Vantage®. When my coach reviewed the results on a combined report for the two of us, I realized why we were having far too many challenges between ourselves. Each of us had a different view of our business. Once our TAB-Certified Facilitator/Coach got us to reach an agreement on many areas of our business, both our business and our relationship greatly improved.”

—CO-FOUNDER OF A MOTORCYCLE SAFETY TRAINING ORGANIZATION

- Overseas Markets
- Not-for-Profit
- Planning to Sell Your Business
- Time Management
- Retail
- Manufacturing
- Distribution