



Vistage Chair Profile

Leading Leaders. Changing Lives.



VISTAGE[®]

better leaders • decisions • results

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About Vistage

Vistage International, with more than 14,500 members in 16 countries, is the world's leading chief executive organisation. Vistage members' companies generate nearly £150 billion in annual revenues and collectively have more than 2.1 million employees.

Our Mission: Dedicated to Increasing the Effectiveness and Enhancing the Lives of Chief Executives

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

Our Values: Trust, Caring, Challenge and Growth

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.

Life as a Vistage Chair...What can I Expect?

As the leader of a Vistage group, you'll be an advisor and coach to Chief Executives, business owners and senior executives 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 senior executives 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 locality.

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.

Why Choose to be a Vistage Chair?

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

Make a Difference in the Lives of Others

In your career as a Chief Executive, 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.

Getting the Right Balance in Your Life

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, adding value and improving the lives of others. Being a Chair also offers flexibility, so you spend more time doing the things you like to do with people you care about – without compromising your goals or standards.

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.

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 £45K to full time at up to £175K per year. The financial rewards escalate as you attract new members and start additional groups.

What are the Requirements?

Prerequisites of a Vistage Chair

If you have impeccable integrity and work ethic, prior experience as a Chief Executive, senior executive or business owner including P&L responsibility, and an innate desire to coach and guide others in their own pathways to success and life balance, you have the fundamental prerequisites to becoming a Chair.

Does This Describe You?

- Strong leadership skills, self-confidence and a creative mind
- Ability to challenge senior executives and hold them accountable for actions they've committed to
- Passionate and self-motivated, with willingness to dedicate sufficient time to build and run your group(s) (an established group will require a minimum of one week per month)
- Strong ability to network
- Ability to listen, probe, challenge, clarify and generate insights into individuals
- The gravitas, presence and strength of character to be able to facilitate meetings of talented and successful business leaders

If so,

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

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

Responsibilities

As a Chair, you will help Chief 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.
- Act as coach, mentor and confidante to each member in monthly two-hour, one-to-one coaching sessions.
- Keep members accountable for their commitments.
- Recruit and conduct selection interviews to fill and maintain your group.
- Schedule expert speakers through Vistage HQ.
- Ensure member attendance at group meetings, to guarantee a satisfying experience for all.
- Actively participate in the Vistage community.
- Periodically attend additional training courses to update your skills.

Vistage Chairs: On the Experience

Ian Simons, Vistage Chair, 12+ years



“The Vistage Chair’s role is multifarious: guide, philosopher, friend, trusted confidante and facilitator. Dig a little more and it can be encapsulated as stretching, provoking, challenging and stimulating Chief Executives. What’s wonderful about this? They do the same for, and to, me.”

David D’Arcy, Vistage Chair, 9+ years



“Being a Vistage Chair is absolutely absorbing and constantly challenging. You are facilitating a diverse group of Chief Executives who are passionate about developing themselves and developing their business. What is amazing is just how passionate they are about the well-being of their group colleagues. A unique experience!”

Chris Hughes, Vistage Chair, 8+ years



“Quite simply the most rewarding, challenging and stimulating thing I have ever done in my business life.”

Edmund Johnston, Vistage Chair, 7+ years



“This is by far the most demanding, challenging, exciting and rewarding role I have ever had. Working with the most inspiring and successful Chief Executives and owner managers is a real privilege.”

Tony Price, Vistage Chair, 6+ years



“It is difficult to adequately describe the pleasure and satisfaction the Chair role has given me. You really do make a difference in people’s lives. Add the fact that I have personally learned more in the last six years than I did in the previous 30, and you have a real win-win.

David Baines, Vistage Chair, 5+ years



“Imagine the challenge of a dozen or so live Harvard-style case histories unfolding—that’s a Vistage group. The Chair’s excitement is in contributing to these and learning from them with the individual members. Intellectually and emotionally demanding!”

How do I get started?

For more information,

go to www.vistage.co.uk or email chairselection@vistage.co.uk

*From a life of success
to a life of significance.*

Consider becoming a Vistage Chair.

Leading leaders, changing lives.

Email: chairselection@vistage.co.uk



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