



## TEC

*"Dedicated to Increasing the Effectiveness and Enhancing the Lives of Chief Executives"*  
SINCE 1957



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## WHY TEC?



### **BETTER LEADERS, DECISIONS, RESULTS**

CHIEF EXECUTIVES FACE MAKE-OR-BREAK DECISIONS EVERY DAY. TEC DELIVERS THE VITAL PERSPECTIVE YOU NEED TO SEE THE BIG PICTURE, TEST YOUR IDEAS, AND MOVE YOUR COMPANY TO THE NEXT LEVEL.



Since 1957, TEC has been helping chief executives become better leaders who make better decisions and achieve better results in their businesses and lives. TEC helps you outperform the competition through enhanced leadership, strategic focus and practical solutions, benefiting members in the following ways:

#### **IMPROVED DECISION MAKING**

As a leader, you must make the right decisions since the wrong ones can affect the viability of your business.

TEC is both a think tank and a sounding board where the best ideas can be generated, analysed and applied to your greatest business advantage.

#### **INCREASED ACCOUNTABILITY AND COMMITMENT TO ACTION**

Just as you ensure that those who work with you are held accountable, TEC maintains a strong emphasis on follow through and implementation of the actions you undertake for your business and personal development. TEC will help you stay on track by ensuring that targets are achieved and results are measured and assessed.

#### **PERSONAL AND PROFESSIONAL GROWTH**

Each month, TEC brings to you an interactive workshop designed by your TEC Chair who knows the specific issues you are facing in your business and personal life. As a group, you and your fellow members will work through a rigorous agenda of development topics presented to you by an expert TEC speaker and further reviewed by your group.



## **OVERCOMING ISOLATION**

It can be lonely at the top, and many leaders experience a sense of isolation that diminishes the rewards and can undermine their position. TEC provides a supportive peer group, where you can “discuss the undiscussable” in total confidentiality, helping reduce the stress associated with this level of responsibility.

## **ANTICIPATING AND MANAGING CHANGE**

TEC enables you to deal with the speed of change and the emergency issues in your company. New management ideas and technologies are reviewed and implemented with the advantage of observing and learning from the experiences of your fellow members.

## **NETWORK NATIONALLY AND INTERNATIONALLY**

With more than 14,000 members worldwide, TEC and its international partners including Vistage International, link you to a global community that shares its successes as well as lessons learned in an ever-expanding business network.

TEC members visiting another city or country are encouraged to attend TEC meetings and to make contact with members from their own and other industries.

## WHAT IS TEC?

“DEDICATED TO INCREASING THE EFFECTIVENESS AND ENHANCING THE LIVES OF CHIEF EXECUTIVES.”



TEC is an international membership organisation which provides ongoing learning and development for chief executives, managing directors and business owners who meet with their peers for a day each month, in a confidential and supportive group.

TEC delivers a unique blend of business resources and personal support that changes lives, increases profits, improves careers and makes the challenges of running and growing a business both fulfilling and worthwhile.

TEC began in 1957 when a businessman, Robert Nourse, met with four chief executives to test a simple but revolutionary idea – by sharing their knowledge and experience, they could help each other get better results for their businesses. Soon this group of CEOs was asking questions and making suggestions.

They challenged each other, working together to solve issues and to grow as business leaders. In that moment, TEC was born and its mission was soon established: *Dedicated to increasing the effectiveness and enhancing the lives of chief executives.* Today, members, Chairs, and speakers around the world come together for meetings and one-to-ones to deliver the original mission that remains as relevant today as it was fifty years ago.

TEC started in Australia in 1986 and in New Zealand in 2005. Today, TEC has more than 1,000 members across both countries.

TEC IS COMPLETELY INDEPENDENT AND OBJECTIVE.

It is not aligned with any consulting, political or religious group.

## HOW TEC WORKS



### *SIXTEEN CHIEF EXECUTIVES, ONE TEC CHAIR, NO BLIND SPOTS*

THE CORE COMPONENTS OF TEC ARE A TEC MEETING AND A ONE-TO-ONE SESSION WITH A TEC CHAIR.

#### TEC MEETING

TEC members meet once a month for a full day with up to 16 chief executives, managing directors or business owners from non-competing industries. In a trusted and completely confidential setting, members engage in candid and challenging discussions facilitated by their TEC Chair. They share hard-earned expertise and original ideas to reach better solutions.

#### SPEAKER SESSION

In the morning, a TEC speaker presents a hands-on workshop on a business topic selected by the group's TEC Chair in consultation with members. TEC speakers are experts in business and personal development, delivering professional guidance, new ideas and real-world learning in interactive workshops. TEC speakers work with members to provide critical insights and profitable tools members can immediately use in their businesses and see tangible results.

#### EXECUTIVE SESSION

In the afternoon, the TEC group holds an Executive Session where any member may raise an issue and the group will share ideas and experiences about that issue. The group does not make decisions; that is always the responsibility of the member. The process provides a wide range of alternatives for any issue, enabling each member to draw on the many years of business and personal experience within the group.

#### ONE-TO-ONE SESSION

In a separate session, TEC members meet individually with their TEC Chair for a monthly one-to-one review where key issues and opportunities are discussed in depth.

#### TEC CHAIRS OFFER INSIGHT AND SUPPORT.

They challenge members to improve their performance, holding them accountable for implementing solutions to business and personal issues.



## TEC CHAIRS



EACH TEC GROUP IS MANAGED BY A TEC CHAIR WITH WIDE BUSINESS EXPERIENCE AND THE ABILITY TO ACT AS COACH AND COUNSELLOR FOR CEOS AT THE HIGHEST LEVEL.



The majority of TEC Chairs are former CEOs who understand the special issues business leaders face, whether running a small company or large, public or private, local or international.

### **A TEC CHAIR HAS TWO MAJOR RESPONSIBILITIES.**

- The first is to act as a leader and facilitator for the meeting day.
- The second is to meet with each member every month for a two-hour, one-to-one review.

The unique bond and trusting relationship that members develop with their TEC Chairs allows them to engage in candid conversations about business issues, life balance concerns and more.

This singular focus on the member's specific issues results in unequalled opportunities for professional growth and greater peace of mind.

Together, the chair and member identify key issues and opportunities, and they focus on the priorities for each member and his or her company.

## HOW TO JOIN TEC



### ***TEC MEMBERSHIP IS SELECTIVE AND BY INVITATION ONLY AFTER AN INTERVIEW WITH A TEC CHAIR.***

ONLY THE BEST QUALIFIED CANDIDATES ARE SELECTED FOR MEMBERSHIP AND THEN INVITED TO JOIN A TEC GROUP. PLACEMENT IS BASED ON THEIR BUSINESS INDUSTRY AND SPECIFIC SKILLS AND NEEDS.

#### **BRIEFING SESSIONS**

Throughout the year, special introductory events are held in major cities around Australia and New Zealand for business leaders interested in learning more about TEC membership. These events provide excellent opportunities to meet TEC members and chairs and also offer the chance to experience key elements of a TEC meeting first hand. All events are without cost or obligation.

If you would like an invitation to a TEC briefing session or if you wish to set up a personal meeting with a TEC Chair, please phone TEC on:  
AUSTRALIA: 1300 721 941 or  
NZ: 0800 229 999.

#### **AN INVESTMENT IN EXCELLENCE**

TEC membership requires a commitment of a full day each month to attend the meeting, and two hours for the monthly one-to-one session with a TEC Chair.

The financial commitment is about half of what it would cost to have one outside director, let alone 16 leaders who are available to provide ongoing input. The focus of each TEC Chair and TEC group is to ensure a sound return on the member's investment of time and money.

**TEC FEES ARE FULLY TAX DEDUCTIBLE.**

For more information on TEC, you can also visit [www.tec.com.au](http://www.tec.com.au) or [www.tecnz.net.nz](http://www.tecnz.net.nz).

## WORLDWIDE NETWORK



TEC AND ITS INTERNATIONAL PARTNERS REPRESENT THE WORLD'S LEADING CHIEF EXECUTIVE ORGANISATION WITH MORE THAN 14,000 MEMBERS IN 16 COUNTRIES. AROUND THE WORLD, MEMBER COMPANIES GENERATE NEARLY \$US300 BILLION IN ANNUAL REVENUE AND EMPLOY MORE THAN 2.1 MILLION PEOPLE.



TEC and its partners including Vistage International have offices in Australia, New Zealand, Argentina, Brazil, Canada, China, Chile, Germany, Ireland, Malaysia, Mexico, Singapore, the Netherlands, South Africa, the United Kingdom and the United States.

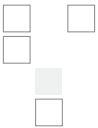
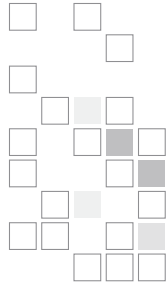
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**BETTER**  **LEADERS** <sup>TM</sup>

[www.tec.com.au](http://www.tec.com.au)  
[www.tecnz.net.nz](http://www.tecnz.net.nz)