



Member Excellence Award Nomination Examples



Impact Award

Recognize the remarkable achievement of a new member.

“Since joining Vistage, [Member name] has:

- Grown her organization 9% in revenue in 2021
- Is now on track to grow her organization 350% in 2022
- Clearly identified her three main sources of annual recurring revenue
- Successfully implemented a time tracking system to determine cost of goods and services, resulting in a greater understanding of her financials
- Launching new business unit and is signing a number of business-to-business partnership agreements in 2022”

“[Member name] joined Vistage in Jan 2020... The company has added \$300M in assets and over 150 people over the time [Member name] has been a member. [Member name] also changed how he interacts with his leaders, the nature of the leadership meetings, added Director of IT and the CHRO to his leadership team. [Member name] has gone from working in the business to working on the business and the benefits have been felt across the organization.”

“[Member name] joined Vistage in 2019 when the company was unsophisticated and doing \$3.5m in revenue The company, which was founded in 2015, grew significantly in 2021, expanding from 350 employees to 1,100. Revenue more than doubled from \$5.6M to \$13M, landing [Member company] at 1,035 on the Inc. 5,000 list.”

“[Member name] made a major move from a well-established company to company in need of a major overhaul. He has done an incredible job, in a short amount of time, creating an enterprise with tremendous opportunity. His change management skill has impressed me significantly and the short time in which he has made tremendous progress is gravity defying.”

“During COVID, solutions for keeping people safe inside an aircraft were laborious, costly and had to be repeated each flight. [Member name]’s dream was to build an antiviral product that could be applied to internal surfaces. Within 18 months, working with a chemist, she had designed, tested, and brought to major airplane manufacturers the first anti-viral product, not just for COVID-19, but for all viruses. The product is now ready for market.”

“[Member name] serves his family, our group, the community, and all of the residents of [Member company]. I can think of no one who has more impact than [Member name]. [Member name] took over a retirement/assisted living/skilled nursing facility that struggled to achieve positive cash flow. In less than 3 years he has financially stabilized the organization, reorganized leadership and restructured their debt. All while keeping the entire community safe through Covid.”



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Leadership Award

Celebrate a member's enduring excellence in leadership.

"In 2020 [Member company] brought in \$10.1mm (2020 was a year their industry and hiring, in general, was greatly impacted by COVID-19). 2021 has surpassed 2020 revenue by August and they are now at a \$20mm run rate. [Member company] currently has 90+ employees and they are growing every day. Currently [Member company] is doubling down on its growth trajectory with substantial investments in sales and marketing to achieve a 2-fold increase in size over the next 5 years."

"Since joining my Vistage CE Group five years ago, he purchased and completed his first and only merger of another concrete company to expand his market territory and expanded the concrete business by opening two additional concrete plants. Today he has seven concrete plants and 124 concrete trucks. [Member name] is a superb businessman, he is excellent at operations, excellent at finding and hiring great talent, and knows his KPIs and financials better than almost any other CEO I have."

"In the 5 years since joining our group, [Member company] was experiencing healthy growth, then lost 80% of their revenue when COVID hit in March of 2020. Subsequently, they have reenergized growth to be on track to reach 2022 revenues double their size in 2017."

"Her CEO approval ratings on Glassdoor and Comparably are fantastic (Glassdoor's CEO approval rating is 82%; Comparably is 93%). In addition, under her leadership, [Member company] was awarded by HRO Today Association, "The Top RPO Provider (Mid-Sized category)" three years in a row: 2018, 2019, and 2020."

1. [Member company] consistently outperforms budget numbers.
2. Employees nominated the company for one of the top employers in New Jersey.
3. In a time of consistent employee challenges, [Member name] has had near zero turnover.
4. Employees have a longer average tenure at his company than any of our members.
5. [Member name] is the person most of our members are likely to call if they need advice."

"After joining Vistage in 2014, after 8 years of owning and running his business, [Member company] experienced accelerated growth in revenue and profit, landing on the Fast 50 (the fastest growing companies in [Member market]), multiple times."



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Lifetime Achievement Award

Nominate a veteran member who has moved mountains.

“[Member name] has substantially increased company revenue from \$71M to more than \$150M and his employee headcount from 50 to more than 90. He has placed a priority on creating an employee-first culture which encourages collaboration and thought leadership and supports workplace flexibility. [Member company] thrives due to its commitment to its core values and was honored by being named a Top Workplace in [Member market] in 2022. [Member name] is a role model for all of us and is seen as a key leader of the group.”

“[Member name] has grown the business more than 30-fold since those early days when he was right out of college. He's hired and developed an outstanding leadership team by always seeking to improve himself and his business. He joined Vistage in 2010 wanting to learn and to continuously get better. Since joining, he's tripled revenues and significantly improved profitability to become an industry leader by all metrics.”

“In 2021, [Member company] ranked 2nd in the nation for families served out of 1,200 Affiliates across the country. Specifically, in [Member market] in 2021, 285 low income families were served, 25 new home ownership opportunities were created and 285 local home repair projects were completed.”

“[Member name]’s long-long history in Vistage and with her peer group has helped build her agency to one of the top eight percent of all agencies in the United States and one of the top 20 B2B tech agencies in the U.S. [Member company] has helped to create as of today \$8.1 billion dollars in corporate valuations for her clients and has won five dozen awards for service excellence and [Member name] has won several dozen awards for her leadership.”

“[Member name] stepped in to a successful, well known company in 2007 and very quickly was hit with the recession. She converted the culture from operations-only focus to a sales culture during the worst downturn in company history. She had to create, communicate and lead execution of a new company vision, strategy and designed programs leading to \$20M in incremental revenue.”

“Over the years, with the ongoing support of his Vistage Group, [Member name] refined and managed execution of the company strategic growth plan acquiring branches in Columbus, Ohio, and Buffalo, New York; design, building and relocating into a multimillion dollar corporate office and distribution center in Sharon, PA, and implementing a range of systems to understand the motivating needs and behavioral drivers of his employees.”