

Peer Advisory Board Helps Business Owner Expand Despite Tough Economy

Even in a tough economy, business owners are finding unique ways to expand their businesses through TAB's business coaching services and peer advisory boards.

June 17, 2009 (FPRC) -- Westminster, CO -- With the current state of the economy, business owners are finding it difficult to keep their doors open, let alone, make a profit or even expand their business. For Tejpal Sahni, a business owner in Toronto, Ontario, the economy has not held his business back and he credits The Alternative Board® and his business coach, Neil Russell, for his success in expanding his business.

Sahni, who recently moved to Canada from the Middle East, had been an owner of a franchise car rental company. He wanted to expand the business but due to limitations in the franchise system, he wasn't able to. Sahni decided in order to have a business in which he could do what he wanted, that he would sell the franchise car rental company and start an independent car rental operation.

Until recently, Sahni operated his company out of a local hotel but had to find a place to relocate when the hotel decided to expand and no longer had room for his company. At a crossroads, Sahni wasn't sure exactly which direction he wanted to move in so he sought out the advice of his TAB business coach. With the help of Russell, Sahni developed a business plan for his company. "I found myself presented with a unique opportunity to realize my business Vision. My TAB facilitator and coach, Neil Russell, led a workshop that helped me prepare a concise business plan that defined my vision and laid out the goals, strategies and action plans that have brought me to this point."

After meeting with his business advisor, Sahni took his business plan and gave a spotlight presentation to his TAB Board. Because the board is made up of non-competing companies, his peers were able to give an outside perspective and brought up questions and situations that he hadn't thought about. "My TAB board provided constructive input on my earlier plans that enabled me to clarify my thinking and zero in on this diversified, multi-brand strategy."

Today, Sahni owns and operates a multi-faceted company called TRAC -- The Rental Auto Centre. Due to the advice of his coach and TAB board he has been able to bring an entirely new package concept to the rental, maintenance, tracking and purchase of vehicles for his loyal and expanding customer base.

The Alternative Board® is comprised of members who are business owners, CEOs or presidents who run non-competing businesses that serve as a peer advisory board for its members. Established in over 1000 cities worldwide, TAB Boards® meet in your area one morning each month in a confidential "think tank" atmosphere. During a TAB Board meeting, you receive the benefit of the collective experience of the board members, who offer practical solutions to your problems -- not theories.

For more information on The Alternative Board® or to find a board near you, please visit <http://www.TheAlternativeBoard.com>.

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