



## Alternative Board members reporting strong revenue, job growth

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by John F. Dini

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A survey of business owners in San Antonio showed that 61 percent of respondents posted an all-time record year for revenues, profits or both, according to The Alternative Board (TAB).

TAB polled the members of its organization to arrive at results.

“Although having 61 percent of our members enjoying their best year ever is gratifying, we are still some distance from the boom years in the mid-2000s,” according to John F. Dini, the founder of The Alternative Board in San Antonio.

During the year, officials with the same companies said they had created 252 new positions in 2011. Eighty-two local companies responded to the survey.

TAB officials say one encouraging trend was the increase in companies posting revenue gains.

“In 2009 and 2010 we saw a number of companies that posted record profits on lower revenue as a result of cost-cutting and very careful management,” Dini says. “This year we are seeing a higher ratio of companies who realized more revenue than ever before. In fact, 90 percent of the companies who reported records had their best sales in history.”

The Alternative Board is an international organization of business owners who meet monthly to help each other by sharing peer advice and coaching.

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### About the author

John F. Dini is widely recognized as one of the nation’s leading experts on small business ownership. He is a consultant and coach to hundreds of business owners, CEOs and Presidents of companies. John is an outlier in coaching business owners, having achieved the rare feat of delivering over 10,000 hours of face-to-face, personal advice to entrepreneurs.

Mr. Dini is the author of *11 Things You Absolutely Need to Know About Selling Your Business*, now in its second edition. He is a serial entrepreneur currently operating his 9<sup>th</sup> company, and has conducted business in all 50 United States, Canada, South America, Europe and Asia.

John founded and operates the most successful peer group franchise in North America, overseeing 9 monthly meetings of business owners' groups under the auspices of The Alternative Board®. He holds a Bachelor of Science in Accounting from Rutgers University, a Master of Business Administration from Pepperdine University, is a Certified MBA, and holds six additional certifications in exit planning, business brokerage, behavioral analysis, medical practice management, facilitation and coaching.

Mr. Dini writes numerous articles on business topics for newspapers and magazines, in addition to his weekly column on business ownership on this website [www.awakeat2oclock.com](http://www.awakeat2oclock.com) and his opinion blog at [www.awakeat3oclock.com](http://www.awakeat3oclock.com). He speaks frequently to business groups and national associations, and is a 10-year member of Jim Blasingame's "Braintrust" appearing regularly on "The Small Business Advocate" nationally syndicated radio program as an expert in the issues of business ownership.