

# NEWS RELEASE

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## Club Auto Sport Taps Vistage to Create Clear Business Advantages for Condo Owners and Tenants

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**Well-respected executive development firm conducts monthly meetings for *TEAM* Club Auto Sport member businesses — will expand to other Borelli-managed office complexes this fall**

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San Jose, Calif., August 30, 2010 — For the majority of CEOs, the first time they are asked to run a company, it's like finding their way across a wilderness without a map or compass. Most of these executives aren't high-powered veterans recruited by *Fortune* 500 companies from a pool of the biggest names across the nation. Many CEOs inherit the job when they start a small business or buy out a partner. In Silicon Valley, a lot of CEOs are highly intuitive, innovative idea people who don't necessarily fit the typical mold of a CEO or know the first thing about managing a company. Said John Davis, former CEO of Air Systems, Inc. and co-founder of Club Auto Sport in San Jose, "Many top executives become an island. It may be your first time running a business. You feel like you can't — or shouldn't have to — ask for help."

Vistage International calls itself the world's leading chief executive organization, and it has some pretty impressive statistics to back up that claim. The company and its global affiliates are currently working with 14,500 member executives — leaders of companies large and small — drawn from 15 countries worldwide. Its unique program is built around intensive monthly meetings that get CEOs to look at and think about their businesses and decision-making processes in new ways.

More important, Vistage's group leaders break down the barriers, getting executives — many of them traditional men who wouldn't stop at a gas station to ask for directions — to not only share ideas and advice, but to also ask for help from other experienced leaders.

Now, Vistage has begun working with the more than 30 businesses at Club Auto Sport, an innovative business and events center as well as a club for car enthusiasts in San Jose.

### **Not Your Typical Lead-Sharing Group**

In the summer of 2009, Club Auto Sport started a group it dubbed *TEAM* Club Auto Sport. With an increasing number of businesses moving into its vibrant business center, the plan was to enhance the value provided to owners and tenants by enabling businesses to more easily create profitable connections, refer business to one another and perhaps even participate in cooperative advertising and marketing. *TEAM* Club Auto Sport — which is offered at no charge — has been very well-received. The group has attracted an excellent turnout at each meeting and other functions ranging from how-to workshops on creating a business Facebook page to seminars on tax and financial management topics.

But driven by John Davis' transformational experience with Vistage's predecessor company when Davis was CEO of Air Systems in the 1990s, Club Auto Sport has arranged for Vistage to provide executive development services at *TEAM* Club Auto Sport's monthly meetings. Club Auto Sport managing members Davis and Ralph Borelli are covering the cost of the service to deliver extra value to business center members.

"When I bought my partner out at Air Systems, I felt like I went from a Piper Cub to a 747," Davis remarked. "With Vistage, you learn how to interact more effectively with other business people, and how to get the most 'bang for your buck'. You learn how to nurture a banking relationship. And key information filters down to your employees. Vistage was a huge help for me and my business!"

### **A More Balanced Life**

Another area that Vistage can help with is guiding top executives on how to create more balance in their lives. "Most executives complain that they don't have balance in their lives," noted Davis. "They say there's not enough time. Vistage can help provide the tools executives need to find the extra time and maintain that balance between work and their personal life."

Borelli, who in addition to being co-founder of Club Auto Sport is also chairman of Borelli Investment Company, explained that Vistage was instantly able to create a feeling of mutual trust among the various, non-competing owners. "I thought some might be hesitant and not get on board right away," Borelli said. "But Vistage's work is so impressive, the leadership concept was embraced by *TEAM* Club Auto Sport members right away."

Davis and Borelli have been fortunate to have the involvement of Sterling Lanier, Group Chair for Vistage International, who has more than three decades of CEO leadership and management

accomplishments to his credit. Lanier has a diverse background in business, including success in growing a small entertainment business into a \$40 million retailer with 600 employees in just 11 years.

### **Bringing Vistage to Other Borelli-Managed Complexes**

With such tremendous success having Vistage run the monthly meetings at *TEAM* Club Auto Sport, Borelli Investment Company has now asked Vistage to provide similar services to groups at two other office buildings it manages: the *TEAM* Christy group at Fremont Business Park in Fremont and the *TEAM* Junction group at the Junction Office Center office condo complex in San Jose.

“With the economy being so slow to recover, business is very challenging today,” commented Borelli. “We want to bring Vistage in to these *TEAM* meetings because our goal is to do everything possible to see our tenants and owners grow and succeed.”

For more information, interested people should contact Ralph Borelli at [ralph@borelli.com](mailto:ralph@borelli.com) or call (408) 453-4700 x117, or contact John Davis [john@tmfcinc.com](mailto:john@tmfcinc.com), or call (408) 428-0428.

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