

# Vistage Helps Heal Publicly Owned Company



*Mike Earley's career track follows that of many public company CEOs. After starting with Ernst & Ernst, he worked his way up to senior management at Intermark/Triton Group Ltd., a billion-dollar public company, where he watched as CEO Red Scott disappeared for a day each month to attend his Vistage Florida meeting.*

*Vistage was a new concept to Earley, but Scott's renewed vigor and improved perspective after a meeting were obvious. It was also clear that Scott counted on his Vistage group for insights difficult to find elsewhere. When they were working on major acquisitions or strategy questions, Scott would often say "I'm going to take this question to my Vistage Group," or "Before we take this to the board, let me bounce it off the Vistage Group."*

**“Vistage is a great resource for CEOs,”**

**Mike Earley**

## **A Group of His Own**

One of the first things Earley did after being named chairman and CEO of Metropolitan Health Networks, Inc. (MDF), an AMEX and Arca/Ex-listed company, was to call Scott about a Vistage Group in South Florida. MDF had strayed from its core business of providing high quality healthcare to Florida's Medicare members in a failed diversification effort. "Our advantage today is our regained focus on a state with three million Medicare beneficiaries," Earley said. "We're at the forefront of an industry that is 15% of GDP and growing."

## **Stock Skyrockets from 10 Cents to \$2.06**

Vistage Chair Harvey Gelman and the 15 CEOs in the group helped guide Earley as he took MDF back to its roots and built a balanced board of directors with business leaders as well as healthcare professionals. "They ask me tough challenging questions that allow me to see decisions more clearly," he said.

Investors across the country have recognized MDF's value and its stock

has skyrocketed from ten cents to \$2.06 since Earley took the helm 30 months ago.

"Vistage is a great resource for CEOs," Earley added. "You hear world-class speakers and develop a relationship with the group chair who becomes a mentor. Plus, having a group of peers with the same ambitions and goals gets more valuable every month. I bring professional management experience and others have free-wheeling entrepreneurial energy – we both gain from the other's viewpoint."

**Vistage (TEC Florida's new name), formed in 1957 as The Executive Committee, is an international organization dedicated to increasing the effectiveness and enhancing the lives of Chief Executives. There are more than 15,000 members internationally and 70 Vistage groups in Florida, where Chief Executives meet in groups of 12 to 17 to give and receive feedback on business challenges and opportunities, share collective intellect and experience, and hear from outside experts.**

**Research shows that companies grow 2½ times faster after their CEO joins Vistage.**

**To learn more about Vistage Florida, call 800-733-4832 or visit [www.vistageflorida.com](http://www.vistageflorida.com)**