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# TEC CONNECTIONS

# Help Absolute Achieve Goals

*Rick Linton, founder and CEO of Absolute Consulting, Inc., was in a quandary most small businesses would be glad to face: his profitable company could barely keep up with demand for its services. Providing technical and professional staff to the newly resurgent nuclear power industry, Absolute's client list reads like a "who's who" of major utilities - from Westinghouse and Consolidated Edison to Southern Company.*

*The challenge was financing that growth in an industry where even blue chip invoices are typically paid months after services begin - accumulating an average \$25,000 in receivables for every professional employee placed. Headquartered in the beach front community of Navarre in Florida's Panhandle, Absolute's bankers weren't comfortable working with balance sheets.*

## **Barely Keeping Up with Growth**

"I was in a position where I was having to think about telling my tremendously motivated staff to slow down," said Linton, who began his career as an officer on a nuclear submarine and who has more than 20 years experience in the nuclear industry. "I'd met with four or five bankers and nobody would write a loan without collateral - and the only collateral they understood was real estate."

Then he joined TEC, the nation's largest organization for CEOs, and sat down with TEC Associate Member Charles Allcott, then president and now a director of Gulf Coast Community Bank.

"It was a relatively new start-up bank but Charlie wasn't your traditional Panhandle banker - he had been a business broker for years so he understood small business," Linton recalled. "He looked at our financials and our client list and said we would qualify for a significantly high line of credit."

Joining TEC solved another dilemma for Absolute. "One of my goals was to investigate how a board of directors might help, and what it would take to create one," he said. "TEC gives me the advantages of a board - unbiased advice from professionals I can trust - at a fraction of the cost."

## **Revenues Quadruple in Three Years**

With his financing and board initiatives in hand, Linton moved on to developing the Absolute Consulting brand. Again, TEC was there with a year-long focus on helping members strengthen their marketing efforts.

"By communicating the strengths of our brand - our depth of experience, talented staff and skilled field professionals, our ability to satisfy customers at a much higher level than our competitors, plus our values of integrity and respect - we created even more interest and buzz in the industry," Linton said.

Three years after joining TEC, Absolute's revenues have quadrupled and it has opened branch offices in Maine, Texas, Arizona and Port Charlotte. "We couldn't have done it without TEC," Linton says.



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*Rick Linton*

## **About TEC**

*Leadership Centers USA offers special peer programs for Florida Presidents and Business Owners through either TEC (The Executive Committee) or PF (The Presidents Forum). Members meet monthly in small groups of 12 to 17 where they give and receive advice, share experiences and hear expert speakers.*

*Research shows that companies grow 2-1/2 times faster after their CEO joins TEC.*

*Since 1957 TEC has been dedicated rearing the effectiveness and cing the lives of CEOs. There are 13,000 members worldwide - with more than 800 in Florida.*

**To learn more call Leadership Centers USA at 800-733-4832 or visit [www.tecflorida.com](http://www.tecflorida.com)**