



Continuing Education

with TEC

**"This is the best thing
I've done for myself."**

TEC provides an immediately applicable business education, according to Mike Vorse, president of Manpower in Palm Beach Gardens. "Not only do 'Resources' (guest speakers) cover all aspects of an entrepreneur's business and personal life, but members hold you accountable for applying the knowledge," he said.

Vorse joined TEC in 1995 shortly after taking over the family business and immediately began reaping benefits. His TEC group first encouraged him to find a proactive accountant who understood the employment business. The group

helped Vorse launch a new line of business, a lucrative hospitality division. These and many other moves, like purchasing the office building and leasing it back to Manpower, helped double the franchise's revenue and increase profits eight times.

TEC's biggest impact on Vorse came when he presented his five-year plan to the group. "This is the best thing I've done for myself," he said. Vorse wanted to establish a succession plan to eventually free him from day-to-day operations and to acquire a new company that was not as closely tied to economic cycles as Manpower. He investigated several different concepts, including fire extinguishers and diabetic supplies, talking to TEC members around the country who owned similar companies. "Because of TEC, people who normally wouldn't even take my call spoke candidly about their businesses," Vorse said.

Each month Vorse reported his discoveries to the group, which functions as an informal board of directors and a conscience. "Accountability to the group was a big motivator. Without this process I probably would not have done it as quickly," he said, noting that he executed his five-year plan in 2.5 years, starting Reliable Diabetic Supply this past August.

"To improve in business, you need to stay hungry," Vorse said. "TEC surrounds you with smart, successful people who are moving forward and that challenges you to stay sharp."

TEC is an international organization of more than 8,000 Chief Executives dedicated to increasing the effectiveness and enhancing the lives of their peers. There are 43 TEC groups in Florida, where 14 to 17 members meet to give and receive personal support, share collective intellect and experience and hear from outside experts.

For more information call TEC Florida at 904-636-0770 or visit www.teconline.com