



News Search Web Search Classified Search Advertising Home Delivery Reader Services Traffic Stocks Weather

Home News Sports Business Opinion Entertainment Features Columnists Community

Subscribe • Previous Issues • Letters • Obituaries • Place An Ad • Send Feedback • Site Map

Business

Last modified Thursday, July 6, 2006 7:39 PM PDT

Email this story Print this story
 TEXT SIZE Comment in our Blog

Roundtable steps in for business

By: GARY KNIGHT - For the North County Times

If you are in business and need help or guidance, who do you turn to, especially if you are a small business just starting or if you have only reached a few thousand dollars in sales? Surprisingly, there are a number of organizations established to provide assistance at little or no cost such as the Small Business Development Center, SCORE, Women's Business Center and the Center for Entreprenomics.

However, to whom do you turn if you have reached \$3 million to \$5 million in sales and have more than 30 people on your payroll?

An organization called the Chairmen's Roundtable (CRT) is composed of successful chief executive officers with diverse industry backgrounds, and meets on a monthly basis to provide selected businesses advice on how to manage and grow a company. The group uses a well-defined mentoring program that has proven successful and helped a number of companies throughout San Diego County. These executives provide their services free as a way to give back to the community and help sustain the local economy.

The mentoring program, which usually lasts two to six months, is designed to help a business define the critical issues that are impeding its success and growth. It also helps create a framework in which to implement solutions. Mentor assignments and the approach taken are based upon the client's industry and the nature of the issues that need to be addressed. The organization treats each company and its problems as unique ---- requiring a customized solution.

A company that has gone through the process is Allele Biotechnology. Chief Executive Officer Lin Wang said: "The time I spent with my CRT mentors was very rewarding. Their advice was invaluable, and covered everything from guidance on fundamental management issues to the detailed terms of a complex technology transfer deal. I was truly touched by the spirit of this mentorship. We realized we were all fresh out of the research institute environment. Our perspective on what went into a deal was skewed to our background. Our CRT mentor provided valuable insight into deal-making, and pointed out opportunities and pitfalls that would never have occurred to us."

Hot Topics Readers reflect on the latest trends

Remember: It's your money

More investment advice with long-term savings potential from financial guru George Chamberlin: 1 Comment(s)

Visit our news blogs at blog.nctimes.com.

The Chairmen's Roundtable is always looking for companies that realize they are facing a challenge and are open to the mentoring process in seeking solutions.

A few of the thresholds that are used in the selection process include: the company's revenue be \$3 million to \$5 million or more, it has at least 25 to 30 employees, and that it lacks a board of advisers.

To learn more about CRT, call (760) 598-9311.

Gary Knight, president and chief executive officer of the San Diego North Economic Development Council, can be reached at garyknight@sandiegonthedc.org.

- [Previous Story: Court upholds mandatory arbitration to settle farm labor disputes](#)
- [Next Story: Local gas vendor sues over Visa policy](#)

webmaster@nctimes.com

© 1997-2006 North County
Times – Lee Enterprises

editor@nctimes.com