



Leadership Vistas

Alta Vista and Bella Vista Membership Criteria

Financial Responsibility for Alta Vista Membership

- Corporate members:
 - Responsible for the P&L of the parent company or subsidiary/division generating annual revenues of at least \$25 Million.
- Not-for-Profit members:
 - Responsible for the profit and loss of an organization reporting a minimum of \$10M in annual revenues / contribution income.

Financial Responsibility for Bella Vista Membership

- Entrepreneurial members:
 - Responsible for the profit and loss of the company or organization, reporting a minimum of \$2 Million in annual revenues. May be a company founder and/or a majority or controlling owner.
- Not-for-Profit members:
 - Responsible for the profit and loss of an organization reporting a minimum of \$1M in annual revenues / contribution income.

Title

Qualifying members hold one of the following titles: Chief Executive Officer, President, Managing Director, Managing Partner, Chief Operating Officer, Chief Financial Officer, Executive Director, For-Profit Board Member, General Manager, Publisher, For-Profit Board Member, or the equivalent of any of the above.

Leadership Qualities

- Key decision maker of company or business unit
- One of three of highest ranking women in the company
- Member of top tier management team
- Involved in philanthropic endeavors and/or community activities
- Committed to promoting women's leadership and women's initiatives
- Personal and professional integrity

Entrepreneurial Spirit

- Demonstrates entrepreneurial spirit i.e. risk taker, visionary, innovator, and change agent within her company or industry.

Industry-based revenue considerations for Alta Vista / Bella Vista

- *Advertising/Marketing* – Net revenue should be reported as opposed to gross billings
- *Commercial Banking* – Net interest income of at least \$25 million / \$2M respectively
- *Investment Banking* - Minimum of \$10 million / \$1 million (respectively) in fees only
- *Travel industry, Insurance, and Real-Estate* – Revenue based on commissions and fees
- *Venture capital* – Corporate Executives: Firm manages \$100 million / \$10M in assets; Member responsible for managing \$25 million / \$2M in assets, respectively. Entrepreneur / Company Founder: Manages \$15 million / \$1M in assets, respectively.
- *Private Equity* – Corporate Executives: Firm manages \$300 million/ \$30M in assets, respectively. Entrepreneur: Manages \$35 million / \$3.5 million in assets, respectively.

Additional Considerations

- Members who do not currently meet the membership criteria, but who have met the criteria within the last three years, will be considered.
- Additional factors for consideration on a case-by-case basis.