



THE ALTERNATIVE BOARD®

*Change Perspective.
Improve Business.
Enjoy Life.*

Thomas Gay

Biography

Thomas Gay is a life-long business owner and entrepreneur. His companies have been pioneers in the use of technology and information services to bring new solutions to complex business problems. In the 80's his firm, National Decision Systems (NDS) was the pioneer of revolutionary site selection and target marketing tools for major consumer goods companies. NDS tools have become the industry standard to this day and Tom's firm was twice honored with the coveted INC 500 Award for fastest growing privately held firms in the USA. NDS was sold in 1988 to Equifax (NYSE) of Atlanta, Ga. where Tom continued to build it to over \$80 million in sales.

In 1990, Tom started a second company, Vista Information Solution (VistaInfo), which delivered real time, digital map based, property risk information to banks, insurers, home buyers and property developers across the USA. After going public in 1997, Tom was honored in an Individual Investor Magazine cover story (May 1999) as one of the "5 Best Undiscovered CEO's" in America. VistaInfo was merged in 2000 at \$90 million into a new \$250mm company with 5 other firms previously owned by Fidelity National Financial (FNF) to create nationally known Fidelity National Information Solutions (FNIS).

Thereafter, Tom and his wife, Patti traveled to South Africa where they started and built a "new model" non-profit ministry organization, Monte Christo Ministries (MCM) (www.montechristoministries.com). Today, MCM feeds thousands of people daily and works with many organizations, churches and universities, world-wide, to relieve the burdens of poverty, apartheid and HIV/AIDS. Unique to Monte Christo is the application of proven marketplace tools to build both a solid organization, now led by South Africans, and financial self-sustainability. In reaching these goals, Tom again started a number of new companies operating inside of the ministry's non-profit structure that now providing funding and are aimed to provide long term viability for Monte Christo's programs. These include a coffee shop, water bottling business, commercial bakery, olive grove and food production business and a recreational camp ground due to open in late 2009.

Since "replacing himself" again as the leader of the ministry and returning to the USA, Tom has started and now serves as the founder/chairman of a nationwide training and coaching company, Turnkey Strategic Relations (www.turnkeysr.com) and also serves on a number of boards for privately held entrepreneurial firms and service organizations. Tom and his wife have recently returned to Idaho where they have owned a home for 30 years. Today he leads the Boise, Idaho franchise for The Alternative Board (www.tab-boise.com).

Tom is a frequent speaker and teacher on topics such as strategic planning, social entrepreneurship, and relationship marketing at business groups, community service groups, universities and churches across the USA and was recently awarded a Lifetime Achievement Award from his high school alma mater.

