

## CEO optimism sinks.

The Vistage CEO Confidence Index was 95.4 in Q4, **down from 103.0** in Q3 and last year's fifteen-year peak of 110.3.

## Economy: Optimism slides dramatically.

Just 44% of CEOs said the economy had recently improved, a 20 point drop from last quarter.



Economic Outlook

14% of CEOs expect the economy to improve in the year ahead. More than twice as many believe it will get worse.



Economic Outlook

## Business prospects: Revenue outlook remains strong despite slide from peak.

70% of CEOs expect increased revenues in the next 12 months, a 13 point drop from last year.



61% of CEOs expect increased profits in the next 12 months.



Increase Profits

54% are planning to raise prices in the coming year.



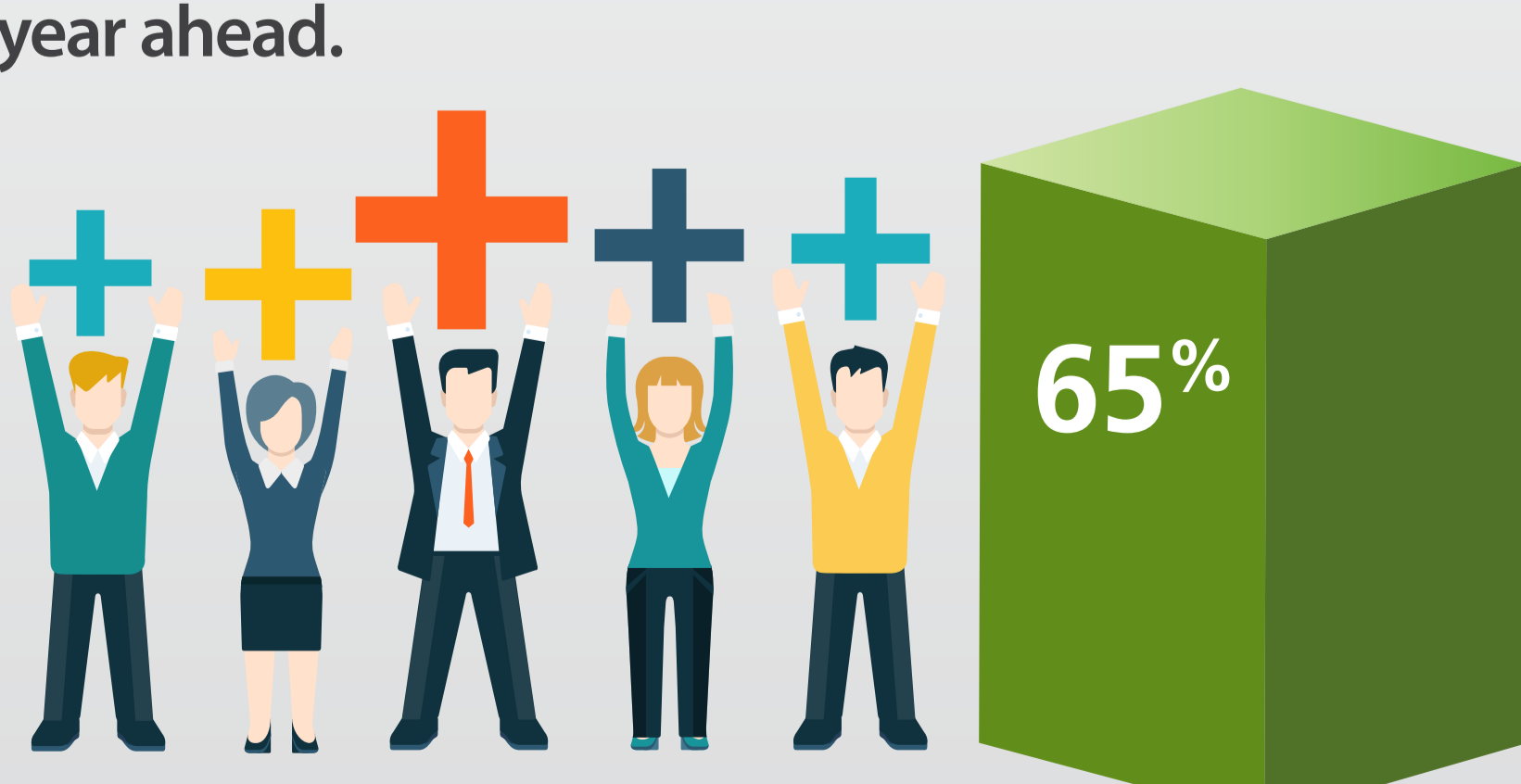
Raise Prices

## Expansion: Hiring plans remain aggressive.

43% of CEOs expect to increase investment expenditures in the next year.



65% of CEOs plan to expand their workforce in the year ahead.



Expand Workforce

– Analysis provided by Dr. Richard Curtin, University of Michigan

Source: Q4 2018 Vistage CEO Confidence Index survey, n=1,257