

# Executive Search

## REVIEW



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### TOP 40 SEARCH FIRMS OF U.S. & AMERICAS

Firm	Revenue (\$ millions)	Percent Change	Number of Consultants	Number of Offices	Managing Director	Phone Number
1. Korn Ferry	\$572.0	+ 22.0	322	38	Gary D. Burnison	(310) 552-1834
2. Spencer Stuart	381.2	+ 4.2	185	24	Kevin Connolly	(312) 321-8326
3. Heidrick & Struggles	256.7	+ 1.0	154	17	Tracy Wolstencroft	(312) 496-1200
4. Russell Reynolds Associates	230.0	+ 8.0	115	17	Clarke Murphy	(212) 351-2000
5. Egon Zehnder	209.0	+ 9.4	119	19	Grieg Schneider	(617) 535-3500
6. DHR International	155.0	+ 10.7	127	37	Geoffrey Hoffmann	(312) 782-1581
7. CTPartners	90.7	- 0.3	108	14	Brian M. Sullivan	(212) 588-3500
8. Witt/Kieffer	53.2	+ 21.0	85	17	Charles Wardell	(630) 990-1370
9. Caldwell Partners International <sup>e</sup>	33.8	+ 3.4	34	9	John Wallace	(416) 920-1370
10. Diversified Search	29.0	+ 4.5	45	8	Judith von Seldeneck	(215) 656-3550
11. Kaye/Bassman – Sanford Rose Associates	28.0	+ 21.0	81	50	Jeffrey T. Kaye	(972) 931-5242
12. Major, Lindsey & Africa	20.2	+ 5.2	46	18	Simon Robinson	(877) 482-1010
13. Isaacson, Miller	19.8	+ 8.2	75	3	Elizabeth Ramos	(617) 262-6500
14. Herbert Mines Associates	19.4	+ 19.0	10	1	Harold D. Reiter	(212) 652-0345
15. Crist   Kolder Associates	15.0	+ 0.0	3	1	Peter D. Crist	(630) 321-1110
16. Morgan Samuels	14.1	+ 42.4	25	10	Bert Hensley	(310) 205-2200
17. SPMB	13.5	+ 26.2	10	1	Dave Mullarkey/Andy Price	(415) 924-7200
18. JM Search	13.0	+ 20.0	25	3	John Marshall	(610) 964-0200
19. Ferguson Partners	10.0	+ 8.0	8	5	William Ferguson	(312) 368-5040
20. Slayton Search Partners	9.3	+ 8.1	12	1	Richard Slayton	(312) 706-7898
21. ON Search Partners	9.0	+ 28.0	9	5	Shawn Oglesbee	(440)318-1006
21. Reilly Partners	9.0	+ 3.4	10	1	Robert Reilly	(312) 781-9020
23. Odgers Berndtson	7.9	+ 4.6	8	4	Steven B. Potter	(212) 972-7287
24. Charles Aris, Inc.	7.7	+ 8.5	26	1	Chad Oakley	(336) 378-1818
25. Bench International	7.6	+ 8.6	9	2	Denise DeMan	(310) 854-9900
26. Howard Fischer Associates	7.2	- 5.4	11	3	Howard Fischer	(215) 568-8363
27. Battalia Winston	7.1	- 10.1	15	6	Dale Winston	(212) 308-8080
28. Calibre One	6.9	+ 9.5	6	3	Tom Barnes/Dan Grosh	(415) 904-0661
29. Chartwell Partners	6.6	+ 3.0	6	3	R. Stuart Bush	(214) 269-1907
30. Parker Executive Search	6.5	- 8.0	13	1	Dan Parker	(770) 804-1996
31. Kensington International	6.3	+ 1.6	8	3	Brian G. Clarke	(630) 590-6330
32. Pearson Partners International	5.5	+ 7.8	11	4	Keith Pearson	(214) 292-4130
<b>33. North Line Partners</b>	<b>5.2</b>	<b>+ 30.0</b>	<b>9</b>	<b>1</b>	<b>Bradley J. Holden</b>	<b>(847) 386-7190</b>
34. Hanold Associates	4.9	+122.7	11	4	Jason Hanold	(847) 332-1334
35. Taylor Winfield	4.2	n/a	6	3	Connie Adair	(972) 392-1400
36. Daubenspeck & Associates	4.1	+ 38.0	1	1	Kenneth Daubenspeck	(312) 297-4100
37. Martin Partners	3.2	+ 8.0	1	3	Theodore Martin	(312) 922-1800
38. Lochlin Partners	2.6	n/a	4	1	Patrick Friel	(703) 584-3210
40. Coleman Lew & Associates	2.1	+ 10.0	5	1	Charles E. Lew	(704) 377-0362
40. The Human Capital Group	2.1	+ 4.0	7	4	Steven Hayes	(615) 371-0285

a) February 1, 2013 – January 31, 2014 b) As of 9/30/13 c) Fees without allocated cost recoveries d) As of 10/31/13 (HSZ Media estimate) e) As of 8/31/13