

## Hunt Scanlon Top 50 Recruiters

Firm Name	Revenue (\$ millions)	Percent Change	No. of Consultants	No. of Offices	Primary Contact	Phone Number
1. Korn Ferry <sup>a</sup>	871.0	+ 21.0	463	45	<a href="#">Gary D. Burnison</a>	(310) 226-2613
2. Spencer Stuart <sup>b</sup>	421.6	- 4.5	174	20	<a href="#">Kevin Connelly</a>	(312) 822-0080
3. Heidrick & Struggles	319.4	+ 6.3	237	19	<a href="#">Krishnan Rajagopalan</a>	(202) 331-4900
4. Egon Zehnder <sup>c</sup>	268.6	+ 2.9	140	20	<a href="#">Karl Alleman</a>	(312) 260-8846
5. Russell Reynolds Associates <sup>d</sup>	265.3	+ 2.0	135	19	<a href="#">Clarke Murphy</a>	(212) 351-2000
6. DHR International <sup>e</sup>	188.8	+ 5.5	133	31	<a href="#">Geoff Hoffmann</a>	(312) 782-1581
7. Caldwell Partners <sup>f</sup>	66.4	+23.9	56	20	<a href="#">John Wallace</a>	(416) 920-7702
8. Witt/Kieffer	63.3	+16.0	67	14	<a href="#">Andrew P. Chastain</a>	(630) 990-1370
9. Diversified Search	44.6	+ 18.9	52	9	<a href="#">Dale Jones</a>	(215) 656-3550
10. Kaye/Bassman – Sanford Rose	44.2	+18.2	132	73	<a href="#">Jeffrey T. Kaye</a>	(972) 931-5242
11. Major, Lindsey & Africa	35.0	+ 9.4	164	19	<a href="#">John Cashman</a>	(410) 694-5229
12. Isaacson, Miller	31.3	+19.5	92	4	<a href="#">Vivian Brocard</a>	(617) 262-6500
13. True Search	29.0	+ 7.4	23	6	<a href="#">Joe Riggione/Brad Stadler</a>	(646) 434-0319
14. Klein Hersh	26.0	0.0	31	1	<a href="#">Jason Hersh/Jesse Klein/Josh Albert</a>	(215) 830-9211
15. SPMB	24.6	+ 3.4	47	1	<a href="#">Kevin Barry</a>	(415) 924-7200
16. Herbert Mines Associates	22.5	+ 3.0	8	1	<a href="#">Harold Reiter</a>	(212) 355-0909
17. Westwood Partners	22.0	+30.0	15	1	<a href="#">Michael J. Flood</a>	(212) 672-3360
18. Ferguson Partners	20.1	+ 8.0	22	4	<a href="#">William J. Ferguson</a>	(312) 368-5040
19. JM Search	20.0	+ 8.1	30	4	<a href="#">John C. Marshall</a>	(610) 964-0200
20. Crist Kolder Associates	18.9	0.0	4	1	<a href="#">Peter Crist</a>	(630) 321-1118
21. ZRG Partners	18.6	+67.6	35	18	<a href="#">Larry Hartmann</a>	(201) 560-9900
22. Riviera Partners	18.0	0.0	30	3	<a href="#">Ali Behnam</a>	(877) 748-4372
23. ON Partners	17.3	+23.7	15	6	<a href="#">Tim Conti</a>	(440) 945-4123
24. Odgers Berndtson	14.4	+26.0	23	10	<a href="#">Steve Potter</a>	(646) 553-4758
25. McDermott & Bull Executive Search	12.3	+54.0	13	5	<a href="#">Rodney McDermott</a>	(949) 753-1700
25. Catalyst Advisors	12.3	+ 8.0	7	2	<a href="#">John Archer</a>	(212) 775-0800
26. Quest Groups	12.0	- 20.0	38	1	<a href="#">Joe Kosakowski</a>	(650) 328-4100
27. Calibre One	11.5	0.0	10	4	<a href="#">Dan Grosh/Tom Barnes</a>	(415) 904 1000
28. Charles Aris, Inc.	11.3	+12.6	14	1	<a href="#">Chad Oakley</a>	(336) 378-1818
29. Chartwell Partners	11.0	+ 5.8	10	5	<a href="#">R. Stuart Bush</a>	(214) 269-1907
30. Morgan Samuels	10.7	- 6.1	18	5	<a href="#">Bert Hensley</a>	(310) 205-2208
31. Marlin Hawk	10.5	+ 4.0	15	2	<a href="#">Mark Oppenheimer</a>	(347) 363-0253
32. The Stevenson Group	9.0	+ 8.0	6	1	<a href="#">Adam Bloom</a>	(201) 302-0866
33. Taylor Strategy Partners	8.9	+12.7	30	6	<a href="#">Mickey Shimp/Mike Gamble</a>	(614) 436-6650
34. Beecher Reagan Advisors	8.4	+ 5.0	9	4	<a href="#">Clark Beecher</a>	(713) 800-7497
35. StevenDouglas <sup>g</sup>	8.3	+ 5.0	29	8	<a href="#">Steve Sadaka</a>	(954) 385-8595
36. Allen Austin	8.2	- 19.2	24	8	<a href="#">Rob Andrews</a>	(713) 489-9724
37. Koya Leadership Partners	8.0	+33.0	27	8	<a href="#">Katie Bouton/Molly Brennan</a>	(978) 465-7500
38. Sheffield Haworth	7.9	- 31.3	10	3	<a href="#">Julian Bell</a>	(212) 593-7119
39. Leathwaite <sup>h</sup>	7.8	+15.5	11	1	<a href="#">Martin Phillips</a>	(646) 461-9100
39. Strawn Arnold & Associates	7.8	- 12.0	11	1	<a href="#">Jeff Ashpitz</a>	(512) 263-1131
40. Parker Executive Search	7.5	+ 1.4	14	1	<a href="#">Dan Parker/Laurie Wilder</a>	(770) 804-1996
41. Kensington International	7.2	+ 1.4	8	2	<a href="#">Brian Clarke</a>	(630) 571-3139
42. Greenwood/Asher & Associates	7.0	- 11.4	35	11	<a href="#">Jan Greenwood/Betty Asher</a>	(850) 337-1483
43. Howard Fischer Associates	6.8	- 18.0	11	3	<a href="#">Howard Fischer</a>	(215) 568-8363
44. Hanold Associates	6.5	+14.0	8	1	<a href="#">Jason Hanold</a>	(847) 332-1333
44. CarterBaldwin Executive Search	6.5	+ 3.2	5	2	<a href="#">David Clapp</a>	(678) 448-0009
44. Toft Group Executive Search	6.5	0.0	14	3	<a href="#">Robin Toft</a>	(760) 788-6010
45. Battalia Winston	6.4	- 2.0	10	5	<a href="#">Dale Winston</a>	(212) 308-8080
46. TalentRISE	6.1	+ 9.0	8	1	<a href="#">J. James O'Malley</a>	(312) 878-4104
47. Slone Partners	6.0	+10.0	8	11	<a href="#">Leslie Loveless</a>	(888) 424-7800
48. Academic Search	5.8	+12.7	21	1	<a href="#">Jessica Kozloff</a>	(202) 332-4049
49. Alta Associates	5.7	+ 7.0	5	2	<a href="#">Joyce Brocaglia</a>	(908) 806-8442
50. The McCormick Group	5.5	+ 5.7	24	1	<a href="#">William McCormick</a>	(540) 786-9777

a) As of 2/1/16 – 1/31/17 b) As of 9/30/16 c) As of 10/31/16 (Hunt Scanlon Media estimate) d) Fees without allocated cost recoveries e) Hunt Scanlon Media estimate f) As of 8/31/16  
g) Total revenues: \$42.1 million h) As of 7/31/16

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