

ATLANTA'S TOP 10 RETAINED EXECUTIVE SEARCH FIRMS

Ranked by Atlanta office revenue from retained searches

Rank	This year	Last year	Firm	2006 Atlanta office revenue from retained searches / Percent of total Atlanta revenue	2006 companywide revenue	Number of recruiters in Atlanta / Total staff in Atlanta	Number of searches performed in 2006 out of Atlanta office	Range of salaries handled	Partial list of industries or areas company specializes in	Number of Atlanta offices / Worldwide	Managing partner(s) / Company headquarters	Year est. in Atlanta
1.	(1)		Korn/Ferry International 1230 Peachtree St. N.E., Suite 2000 Atlanta, Ga. 30309 (404) 577-7542 www.kornferry.com	\$27,537,902 NA	\$653,400,000	17 54	233	\$195,000 and more	board and CEO services, professional services, technology, consumer products, diversity, education, not-for-profit, energy, entertainment, financial services, health care, life sciences	1 82	Craig P. Dunlevie / Los Angeles	1971
2.	(3)		Heidrick & Struggles International Inc.^ 303 Peachtree St. N.E., Suite 4300 Atlanta, Ga. 30308 (404) 577-2410 www.heidrick.com	\$21,900,000 100%	\$478,500,000	16 40	219	\$225,000 and more	all areas	1 61	William A. Matthews / Chicago	1980
3.	(2)		Spencer Stuart^ 945 East Paces Ferry Road N.E., Suite 2600 Atlanta, Ga. 30326 (404) 504-4400 www.spencerstuart.com	\$16,600,000 100%	\$466,700,000	9 32	120	\$250,000 and more	technology, financial services, life sciences, industrial, consumer goods, boards, diversity, human resources, legal, higher education, not-for-profit	1 50	William B. Reeves / Chicago	1981
4.	(4)		firstPRO Inc.^ 5607 Glenridge Drive, third and fourth floors Atlanta, Ga. 30342 (404) 252-9422 www.firstproinc.com	\$7,235,945 15%	\$48,646,244	68 104	139	\$100,000 and more	accounting and finance, information technology, sales and marketing, life sciences, management consulting, legal, diversity, banking, insurance	11 13	April F. Nagel, Mark Weinstein, Dave Brewer / Atlanta	1986
5.	(NR)		Fiderion Group LLC 3280 Peachtree Road N.W., Suite 2625 Atlanta, Ga. 30305 (404) 995-4700 www.fiderion.com	\$5,000,000 72%	\$7,000,000	4 12	27	\$300,000 and more	financial services	1 34	James B. Norton III / Atlanta	2002
6.	(8)		Blackshaw, Olmstead, Lynch and Koenig 4401 Northside Parkway, Suite 325 Atlanta, Ga. 30327 (404) 949-3060 www.bolksearch.com	\$4,500,000 100%	\$7,200,000	6 11	40	\$250,000 and more	general	2 5	Brian Blackshaw, Joel Koenig / Atlanta	1975
7.	(6)		Wyndham Mills International Inc. 3535 Peachtree Road, Suite 520-320 Atlanta, Ga. 30326 (678) 455-3646 www.wyndmill.com	\$4,160,550 100%	NA	16 22	NA	\$100,000 and more	GREEN Energy, real estate, energy, executive management, financial services, food and beverage, engineering and construction	4 6	Jeremy Porter / Greensboro, N.C.	1994
8.	(7)		Kreiser & Associates LLC 2575 Peachtree Road N.E., Suite 300 Atlanta, Ga. 30305 (404) 262-0599 www.kreiser-associates.com	\$3,725,000 80%	NA	11 14	NA	\$100,000 and more	consumer products, retail, finance, marketing	1 3	Debbi K. Scarborough / Atlanta	1986
9.	(9)		CarterBaldwin Inc. 200 Mansell Court E., Suite 450 Roswell, Ga. 30076 (678) 448-0000 www.carterbaldwin.com	\$3,533,000 100%	\$3,533,000	5 15	52	\$150,000 and more	CEO, board members, senior-level management across all industries	1 0	Jennifer Poole Sobocinski / Roswell	2001
10.	(NR)		Witt/Kieffer 3414 Peachtree Road, Suite 352 Atlanta, Ga. 30326 (404) 233-1370 www.wittkieffer.com	\$3,473,405 100%	\$34,006,052	6 9	61	\$150,000 and more	health care, education, not-for-profit	1 17	Martha Hauser, Andrew Chastain / Oak Brook, Ill.	1997

^ Company submitted a statement of verification supporting figures.
NA - Not available or not applicable
NR - Not ranked or not relevant

Russell Reynolds Associates qualifies for this list but would not disclose Atlanta office revenue. Russell Reynolds has 12 executive recruiters in Atlanta and 33 total Atlanta staff. The firm has 37 offices worldwide with headquarters in New York.

Egon Zehnder International also qualifies for this list, but did not respond.

SOURCES: Atlanta Business Chronicle research and the firms

It is not the intent of this list to endorse the participants or to imply that the size of a company indicates its quality. Although every attempt is made to ensure the accuracy and thoroughness of Atlanta Business Chronicle charts, omissions sometimes occur. All information listed is based on responses from the firms to Atlanta Business Chronicle surveys. Please send corrections or additions on company letterhead to Patsy Conn, Research Director, Atlanta Business Chronicle, 3423 Piedmont Road, Suite 400, Atlanta, Ga. 30305, or e-mail pconn@bizjournals.com.