

Modern Healthcare

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By The Numbers

TOP 25 LARGEST HEALTHCARE EXECUTIVE SEARCH FIRMS

Ranked by total number of U.S. placements made for senior-level (senior VP and above) healthcare executives in 2009

Rank/Company	Headquarters	Ownership	Type	Net revenue ¹	2009 recruiters ²	2009 placements	Web site
1 Korn/Ferry International ³	Los Angeles	Public	Ret.	\$50.0	67	310	kornferry.com
2 B.E. Smith	Lenexa, Kan.	Private	Ret.	31.4	25	264	besmith.com
3 Witt/Kieffer	Oak Brook, Ill.	Private	Ret.	23.4	49	239	wittkieffer.com
4 Reaction Search International	San Francisco	Private	Ret.	5.4	15	205	reactionsearch.com
5 Cejka Executive Search	St. Louis	Public	Ret.	—	52	193	cejkasearch.com
6 Russell Reynolds Associates	New York	Private	Ret.	19.3	16	141	russellreynolds.com
7 Heidrick & Struggles	Chicago	Public	Ret.	18.5	16	131	heidrick.com
8 Solomon Page Group Healthcare	New York	Private	Ret.	8.3	12	130	spghealthcare.com
9 Spencer Stuart ⁴	Chicago	Private	Ret.	20.7	12	128	spencerstuart.com
10 Grant Cooper & Associates	St. Louis	Private	Ret.	—	14	110	grantcooper.com
11 Furst Group	Rockford, Ill.	Private	Ret.	6.5	16	107	furstgroup.com
12 Stern & Associates	Tampa, Fla.	Private	Cont.	—	15	89	stern-associates.com
13 Diversified Search Odgers Berndtson ^{5,6}	Philadelphia	Private	Ret.	8.0	21	80	diversifiedsearch.com
14 Coors Executive Resources	Cincinnati	Private	Ret.	—	3	78	coorsrecruiters.com
15 Phillips DiPisa & Associates	Hingham, Mass.	Private	Ret.	—	12	74	phillipsdipisa.com
16 CTPartners	New York	Private	Ret.	9.5	9	65	ctnet.com
Lucas Group	Atlanta	Private	Cont./Ret.	0.9	5	65	lucasgroup.com
18 DHR International	Chicago	Private	Ret.	4.0	17	55	dhrinternational.com
19 Executive Staffing Solutions	Worthington, Ohio	Private	Cont./Ret.	1.6	9	54	www.ess.jobs
Tyler & Co.	Atlanta	Private	Ret.	3.3	6	54	tylerandco.com
21 Healthcare Recruiters International	Dallas	Private	Cont./Ret.	—	140	50	healthcarerecruiters.com
22 UniQuest International Consulting	Tampa, Fla.	Private	Cont./Ret.	1.3	6	43	www.uniquest.com
23 Baumann & Associates ⁵	Marietta, Ga.	Private	Ret.	1.2	4	40	baumannandassociates.com
MedPoint Search	Houston	Private	Cont./Ret.	1.0	3	40	medpointsearch.com
25 SBR	Nashville	Private	Cont./Ret.	1.0	10	38	thinkingahead.com

Note: All data self-reported. Ownership: Public: Publicly traded, for profit; Private: Privately held, for profit. Type: Ret.: Retained; Cont.: Contingent; Cont./Ret.: Both contingent and retained.

¹From all healthcare-related fees only, in millions. ²Number of recruiters employed in 2009 who spent at least 50% of their time on healthcare placements.

³Figures based on calendar 2009. ⁴All figures are for the fiscal year ended September 2009. ⁵All figures are estimates.

⁶Formerly known as Diversified Search Ray & Berndtson.

Source: Modern Healthcare's 2010 Executive Search Firms Survey

Information in this chart subsequently may be revised at the discretion of the editor.

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