

# Modern Healthcare

THE ONLY HEALTHCARE BUSINESS NEWS WEEKLY

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## By The Numbers

### LARGEST HEALTHCARE EXECUTIVE SEARCH FIRMS

Ranked by total number of U.S. placements made for senior-level (senior VP and above) healthcare executives in 2010

Rank/Company	Headquarters	Ownership	Type	Net revenue <sup>1</sup>	2010 recruiters <sup>2</sup>	2010 placements	Website
1 <b>B.E. Smith</b>	Lenexa, Kan.	Private	Ret.	\$40.2	31	323	besmith.com
2 <b>Korn/Ferry International<sup>3</sup></b>	Los Angeles	Public	Ret.	56.0	45 <sup>4</sup>	320	kornferry.com
3 <b>Witt/Kieffer</b>	Oak Brook, Ill.	Private	Ret.	25.3	53	249	wittkieffer.com
4 <b>Reaction Search International</b>	San Francisco	Private	Ret.	—	16	203	reactionsearch.com
5 <b>Cejka Search</b>	St. Louis	Public	Ret.	—	52	202	cejkaexecutivesearch.com
6 <b>Russell Reynolds Associates</b>	New York	Private	Ret.	24.8	17	153	russellreynolds.com
7 <b>Solomon Page Group Healthcare</b>	New York	Private	Ret.	9.0	14	145	spghealthcare.com
8 <b>Quick Leonard Kieffer International</b>	Chicago	Private	Ret.	11.1	16	137	www.qlksearch.com
9 <b>Grant Cooper HealthCare<sup>5</sup></b>	St. Louis	Private	Ret.	—	15	135	grantcooperhealthcare.com
10 <b>Diversified Search Odgers Berndtson<sup>6</sup></b>	Philadelphia	Private	Ret.	9.0	25	115	diversifiedsearch.com
11 <b>Furst Group</b>	Rockford, Ill.	Private	Ret.	6.9	19	114	furstgroup.com
12 <b>Spencer Stuart<sup>7</sup></b>	Chicago	Private	Ret.	19.0	12	107	spencerstuart.com
13 <b>Healthcare Recruiters International</b>	Dallas	Private	Cont./Ret.	4.0	70	100	healthcarerecruiters.com
14 <b>CTPartners</b>	New York	Public	Ret.	—	9	77	ctnet.com
15 <b>Phillips, DiPisa &amp; Associates</b>	Hingham, Mass.	Private	Ret.	—	13	74	phillipsdipisa.com
16 <b>Kaye/Bassman International Corp.<sup>6</sup></b>	Dallas	Private	Cont./Ret.	6.3	35	70	www.kbic.com
17 <b>DHR International</b>	Chicago	Private	Ret.	5.5	19	60	dhrinternational.com
18 <b>Tyler &amp; Co.</b>	Atlanta	Private	Ret.	3.4	6	54	tylerandco.com
19 <b>Magee Resource Group<sup>6</sup></b>	Shreveport, La.	Private	Cont./Ret.	1.4	11	50	mageeresource.com
20 <b>UniQuest International Consulting</b>	Tampa, Fla.	Private	Cont./Ret.	1.6	7	47	www.uniquest.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.

<sup>1</sup>From all healthcare-related fees only, in millions <sup>2</sup>Number of recruiters employed in 2010 who spent at least 50% of their time on healthcare placements <sup>3</sup>Figures are based on calendar year 2010. <sup>4</sup>Recruiters are partners in the firm. <sup>5</sup>Formerly known as Grant Cooper & Associates. <sup>6</sup>All figures are estimates. <sup>7</sup>All figures are for the fiscal year beginning October 2009. Revenue figure is estimated from fees.

Source: Modern Healthcare's 2011 Executive Search Firms Survey

Information in this chart subsequently may be revised at the discretion of the editor. For more information, contact Special Projects/Research Editor Rebecca Mielcarski at 312-397-5511 or [rmielcarski@modernhealthcare.com](mailto:rmielcarski@modernhealthcare.com). For more charts, lists, rankings and survey results, visit [modernhealthcare.com/section/lists](http://modernhealthcare.com/section/lists).