

CRAIN'S LIST CHICAGO'S LARGEST EXECUTIVE RECRUITERS

Ranked by local recruiters as of 12/31/12

Company	Head of local office	Chicago-area professional recruiters as of 12/31/12; previous year	U.S. professional recruiters as of 12/31/12; previous year	2012 local fee revenue (millions); % change from 2011	2012 U.S. fee revenue (millions); % change from 2011	No. of local searches in 2012	No. of national searches in 2012	% of billings from retained searches	Areas of specialization
1 WITT/KIEFFER ¹ 2015 Spring Road, Suite 510, Oak Brook 60523 630-990-1370; WittKieffer.com	Charles "Chuck" W.B. Wardell III President, CEO	26 24	85 70	\$2.2 24.0%	\$43.9 25.3%	24	541	100%	Health care, life sciences, higher education, insurance, sports foundations, non-profits
2 SPENCER STUART ² 353 N. Clark St., Suite 2500, Chicago 60654 312-822-0080; SpencerStuart.com	Charles Falcone Consultant	25 20	147 140	NA NA	NA NA	NA	NA	100%	Consumer goods and services, financial services, industrial, life sciences, technology, communications
3 DHR INTERNATIONAL INC. 10 S. Riverside Plaza, Suite 2220, Chicago 60606 312-782-1581; DHRInternational.com	Geoffrey Hoffmann CEO	24 21	121 110	NA NA	NA NA	NA	NA	100%	All industries
3 KORN FERRY INTERNATIONAL ³ 233 S. Wacker Drive, Suite 3300, Chicago 60606 312-466-1834; KornFerry.com	Mark Pierce Office managing director	24 30	194 225	NA NA	\$290.0 ⁴ -14.2%	NA	NA	100%	All industries
5 HEIDRICK & STRUGGLES INTERNATIONAL INC. 233 S. Wacker Drive, Suite 7000, Chicago 60606 312-496-1200; Heidrick.com	Bryan Proctor Partner in charge, Chicago	21 22	142 156	\$46.5 ⁵ 33.3%	\$246.9 ⁵ -3.4%	NA	NA	100%	Consumer, industrial, financial services, life sciences, technology and professional services, education, social enterprise
6 QUICK LEONARD KIEFFER INTERNATIONAL 555 W. Jackson Blvd., 2nd floor, Chicago 60661 312-876-9800; QLKSearch.com	Roger A. Quick President, CEO	17 17	17 17	\$3.6 5.9%	\$11.4 -4.2%	19	74	100%	Health care, nonprofits
7 MICHAEL PAGE ⁶ 1 E. Wacker Drive, Suite 2650, Chicago 60601 312-263-7471; MichaelPage.com	David Martin Executive director	16 11	220 194	NA NA	NA NA	NA	NA	50%	Finance, accounting, banking, financial services, sales, marketing, human resources, procurement and supply chain, engineering
8 REILLY PARTNERS 2 N. Riverside Plaza, Suite 1600, Chicago 60606 312-781-9020; ReillyPartners.com	Robert E. Reilly Jr. CEO, partner	15 12	15 12	\$3.6 71.4%	\$8.7 33.9%	40	60	100%	All industries
9 EGON ZEHNDER INTERNATIONAL ⁷ 1 N. Wacker Drive, Suite 2300, Chicago 60606 312-260-8800; EgonZehnder.com	Karl W. Alleman Managing partner, Chicago office	13 11	78 77	NA NA	NA NA	NA	NA	77%	Life sciences, health care services, industrial, consumer, financial services, technology, communications
10 SLAYTON SEARCH PARTNERS 311 S. Wacker Drive, Suite 3200, Chicago 60606 312-456-0080; SlaytonSearch.com	Richard S. Slayton CEO, managing partner	11 10	11 11	\$1.8 20.0%	\$8.6 7.5%	15	79	100%	Consumer and retail, financial services, industrial

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To qualify for this list, a company must have an office in Cook, DuPage, Kane, Lake, McHenry or Will County and its retained searches must represent 50% or more of billings. Fee revenue figures reflect fees on retained searches billed through the Chicago offices. **1.** Fiscal year ends in June. **2.** Fiscal year ends in September. **3.** Fiscal year ends in April. **4.** As of 12 months ended 10/31/12; includes North American executive search segment. **5.** As of 12 months ended 9/30/12. **6.** Fiscal year ends in January. **7.** Fiscal year ends in October.

Researched by Matt Kiefer; edited by Allison Riggio