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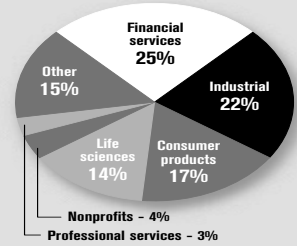
Area's Largest Executive Search Firms

Ranked by Mass. executive search revenue

Rank	Prior rank	Company	2006 Mass. executive search revenue	Total 2006 revenue	Mass. recruiters	Jobs filled in 2006	Searches in 2006	Average salary	CEO Titles
1	2	Heidrick & Struggles International Inc. 150 Federal St., Boston 02110 (617) 737-6300 www.heidrick.com	\$12,000,000	\$485,000,000	8 32	WND	173	WND	Kevin Kelly CEO & Director
2	1	Korn/Ferry International 265 Franklin St., Boston 02110 (617) 345-0200 www.kornferry.com	\$11,400,000	\$615,000,000	14 20	WND	WND	\$400,000	Paul Reilly CEO
3	6	J. Robert Scott 260 Franklin St., Boston 02110 (617) 563-2770 www.j-robert-scott.com	\$9,200,000	\$9,200,000	6 25	62	59	\$258,000	William Holodnak President
4	4	Beacon Hill Staffing Group 152 Bowdoin St., Boston 02108 (617) 326-4001 www.beaconhillstaffing.com	\$8,194,000	\$29,103,000	45 52	WND	WND	WND	Andrew Wang CEO
5	3	Kforce Professional Staffing 155 Federal Road, Boston 02110 (617) 350-0945 www.kforce.com	\$7,900,000	\$938,500,000	81 103	144	873	\$78,760	David Dunkel Chairman, CEO
6	5	Isaacson, Miller 334 Boylston St., Boston 02116 (617) 282-6500 www.imsearch.com	\$6,782,316	\$10,152,243	40 60	110	136	\$188,883	John Isaacson Managing director
7	9	Conley & Co. 260 Franklin St., Boston 02110 (617) 399-5400 www.conley.com	\$6,100,000	\$7,000,000	10 20	58	75	\$300,000	Kevin Conley President, CEO
8	8	Christian & Timbers LLC 24 N.E. Executive Park, Burlington 01803 (781) 229-9515 www.ctnet.com	\$5,215,472	\$76,705,986	10 15	26	9	\$433,000	Brian Sullivan Chairman, CEO
9	7	Management Recruiters Inc. of Boston 607 Boylston St., Boston 02116 (617) 262-5050 www.mri-boston.com	\$4,750,000	\$6,000,000	25 40	248	375	\$105,000	Jack Mohan Owner, CEO
10	10	Logix Inc. 1601 Trapelo Road, Waltham 02451 (781) 890-0500 www.logixinc.com	\$4,700,000	\$4,700,000	16 20	250	150	\$110,000	David Zell CEO
11	NR	DHR International 266 Main St., Medfield 02052 (781) 242-9590 www.dhrinternational.com	\$4,100,000	\$84,200,000	4 7	40	16	\$250,000	David Hoffmann CEO
12	11	Management Search Inc. 201 Park Ave., West Springfield 01089 (800) 405-1152 www.msi1.com	\$3,700,000	\$5,500,000	25 30	180	WND	\$125,000	Steve Judge President, partner
13	14	Battalia Winston International 101 Federal St., Boston 02110 (617) 345-5505 www.battaliawinston.com	\$3,500,000	\$16,500,000	8 WND	WND	WND	WND	Dale Winston Chairwoman, CEO
14	12	Witt/Kieffer 25 Burlington Mall Road, Burlington 01803 (781) 272-8899 www.wittkieffer.com	\$2,891,758	\$34,006,052	7 11	41	83	\$228,845	Jordan Hadelman Chairman, CEO
15	15	The Ward Group 8 Cedar St., Woburn 01801 (781) 938-4000 www.wardgroup.com	\$2,670,000	\$2,670,000	4 6	43	49	\$188,000	Jim Ward President
16	13	ChampionScott Partners 60 State St., Boston 02109 (617) 367-0444 www.championsscott.com	\$2,500,000	\$6,000,000	4 6	WND	60	\$300,000	Geoffrey Champion Chairman, CEO
17	NR	ZRG Inc. 60 Milk St., Westborough 01581 (508) 366-5800 www.zrpgroup.com	\$2,500,000	\$3,400,000	8 17	WND	WND	\$225,000	Kenneth Vancini Managing partner
18	17	Michael Page International 125 High St., Boston 02110 (617) 429-3680 www.michaelpage.com	\$2,400,000	\$1,500,000	18 21	170	250	\$125,000	Stephen Ingham President, CEO
19	18	Zurick Davis Inc. 301 Edgewater Place, Wakefield 01880 (781) 938-1975 www.zurickdavis.com	\$2,210,000	\$2,210,000	8 13	51	55	\$150,000	Jeffrey Zegas Principal
20	16	Gatti & Associates 266 Main St., Medfield 02052 (508) 359-4153 www.gattih.com	\$1,936,780	\$3,363,000	8 12	WND	WND	\$126,000	Robert Gatti President
21		The Eastmark Group 44 School St., Boston 02108 (617) 523-5511 www.eastmarkgroup.com	\$1,900,000	\$1,900,000	5 8	WND	WND	\$110,000	Brian Mulken & Robert Binney Managing partners
22		BSG Team Ventures 224 Clarendon St., Boston 02116 617 266-4333 www.bostonsearchgroup.com	\$1,650,000	\$1,650,000	4 8	WND	27	\$225,000	Clark Waterfall & Ralph Protsik Managing directors
23		Atlantic Associates Inc. 1208 VFW Parkway, W. Roxbury 02132 (617) 327-1328 www.atlantical.com	\$1,600,000	\$6,200,000	10 19	WND	26	\$65,000	John Harrington CEO
24		Lois L. Lindauer Searches 437 Boylston St., Boston 02116 (617) 262-1102 www.lllsearches.com	\$1,600,000	\$1,600,000	9 13	46	78	\$95,000	Lois Lindauer President
25		The Onstott Group/World Search Group 60 William St., Wellesley 02481 (781) 235-3050 www.onstott.com	\$1,500,000	\$30,500,000	4 9	23	22	\$210,000	Joseph Onstott CEO
26		Prestonwood Associates Inc. 266 Main St., Medfield 02052 (508) 359-7100 www.prestonwoodassociates.com	\$1,500,000	\$1,500,000	7 11	WND	WND	WND	Diane Coletti President, CEO
27		Jackowitz & Co. Inc. 1000 Washington St., Boston 02111 (617) 552-1100 www.jackowitz.com	\$1,450,000	\$1,450,000	3	22	18	\$325,000	Todd Jackowitz
28		Treeline Inc. 599 North Ave., Wakefield 01880 (781) 876-8100 www.treeline-inc.com	\$1,400,000	\$1,400,000	18 20	184	460	\$100,000	Dan Fantasia President
29		Cambridge Search Inc. 1 Memorial Drive, Cambridge 02142 (617) 494-5900 www.cambridgesearch.com	\$1,300,000	\$1,600,000	6 8	WND	WND	WND	David Sawyer President
30		Chaloner Associates Inc. 36 Milford St., Boston 02118 (617) 451-5170 www.chaloner.com	\$1,260,000	\$1,360,000	4 6	WND	44	\$140,000	Ted Chaloner President

EXECUTIVE SEARCH ACTIVITY

A look at executive search activity in 2006 by industry sector



Source: Association of Executive Search Consultants

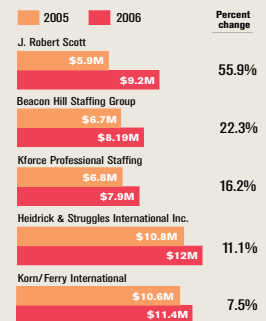
Trends: Most jobs filled

A look at the firms on this year's list with the most jobs filled in 2006

Rank	Firm	Jobs filled
1	Treeline Inc.	184
2	Lois L. Lindauer Searches	46
3	Resource Options Inc.	32
4	The Onstott Group	23
5	Jackowitz & Co. Inc.	22

HOW THE TOP 5 FARED

A look at the five largest executive search firms' one-year change in Mass. executive search revenue



Source: BBJ research

Trends: Firms with the most recruiters

A look at the firms on this year's list with the most mass. recruiters

Rank	Firm	Mass. recruiters
1	Kforce Professional Staffing	81
2	Beacon Hill Staffing Group	45
3	Isaacson, Miller	40
4	Management Recruiters Inc.	25
5	Resource Options Inc.	21
6	Michael Page International	18
7	Treeline Inc.	18
8	Logix Inc.	16
9	Korn/Ferry International	14
10	Conley & Co.	10

Ties ranked by total revenue
Source: BBJ survey

Compiled by Patrick Lawlor and Sean McFadden

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