

CRAIN'S

CHICAGO BUSINESS

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CRAIN'S LIST

Chicago's largest executive recruiters

RANKED BY NET PROFESSIONAL FEE REVENUES*

Firm	Head of Chicago office	Fee revenues (in millions)		% change from 1998	U.S. fees 1999	U.S. fees 1998	% change from 1998	No. of professional recruiters		No. of 1999 searches		Average search compensation ¹
		1999	1998					Chicago	U.S.	Chicago	U.S.	
1 SPENCER STUART 401 N. Michigan Ave., Suite 3400, Chicago 60611 (312) 822-0088; www.spencerstuart.com	KEVIN CONNELLY <i>Managing director</i>	\$28.5	\$23.6	+20.8%	\$150.1	\$134.4	+11.7%	18	107	234	1312	NA
2 HEIDRICK & STRUGGLES INTERNATIONAL INC. 233 S. Wacker Drive, Suite 7000, Chicago 60606 (312) 496-1000; www.heidrick.com	LINDA H. HEAGY <i>Managing partner</i>	\$23.8	\$17.6	+35.2%	\$259.0	\$178.0	+45.5%	18	200	NA	NA	NA
3 A. T. KEARNEY EXECUTIVE SEARCH 222 W. Adams St., Chicago 60606 (312) 648-0111; www.atkearney.com	CHARLES W. SWEET <i>President</i>	\$11.3	\$10.5	+7.9%	\$40.7	\$37.9	+7.4%	13	45	251	594	\$185,000
4 WITT/KIEFFER FORD HADELMAN & LLOYD CORP. 2015 Spring Road, Suite 510, Oak Brook 60523 (630) 990-1370; www.wittkiewer.com	JORDAN M. HADELMAN <i>Chairman, CEO</i>	\$8.2	\$7.9	+4.4%	\$24.2	\$23.9	+1.5%	18	63	168	594	\$199,600
5 SYSTEMS RESEARCH INC. 1250 Bank Drive, Schaumburg 60173 (847) 330-1222; www.systemsresearchinc.com	DANIEL G. KUESIS <i>President</i>	\$6.5	\$5.9	+9.7%	NA	NA	NM	48	48	540	540	NA
6 LYNCH MILLER MOORE O'HARA INC. 303 W. Madison St., Suite 1200, Chicago 60606 (312) 629-0808; www.lmminc.com	MICHAEL C. LYNCH <i>Managing director</i>	\$6.4	\$4.7	+36.0%	\$6.4	\$4.7	+36.0%	9	9	136	136	\$240,000
7 M. Wood Co. 10 N. Dearborn St., Suite 700, Chicago 60602 (312) 368-0633; www.mwoodco.com	MILTON M. WOOD <i>President, CEO</i>	\$5.1	\$3.9	+30.8%	\$5.1	\$3.9	+30.8%	6	6	78	78	NA
8 DAVID GOMEZ & ASSOCIATES INC. 20 N. Clark St., Suite 3535, Chicago 60602 (312) 346-5525; www.dgal.com	ROBERT H. MITTENTHAL <i>Senior vice-president, chief operating officer</i>	\$4.7	\$3.8	+22.8%	\$4.7	\$3.8	+22.8%	26	26	NA	NA	NA
8 MARTIN PARTNERS LLC 224 S. Michigan Ave., Suite 620, Chicago 60604 (312) 922-1800; www.martinptrs.com	THEODORE B. MARTIN JR. <i>Managing partner</i>	\$4.7	\$3.5	+32.4%	\$4.7	\$3.5	+32.4%	7	7	58	58	\$242,000
10 KENSINGTON INTERNATIONAL INC. 1415 W. 22nd St., Suite 500, Oak Brook 60523 (630) 571-0123; www.kionline.com	BRIAN CLARKE <i>Managing partner</i>	\$4.3	\$3.9	+10.3%	\$4.3	\$3.9	+10.3%	9	9	125	125	\$150,000
11 WHITNEY CARLYLE 625 N. Michigan Ave., Chicago 60611 (312) 587-3030; www.whitneygroup.com	MAX DEZARA <i>President</i>	\$4.0	\$2.6	+53.3%	NA	NA	NM	13	NA	94	NA	\$102,328
12 WAVELAND INTERNATIONAL LLC 1 E. Wacker Drive, Suite 3630, Chicago 60601 (312) 739-9600; www.wavesearch.net	PHILLIP GREENSPAN <i>Managing partner</i>	\$3.9	\$3.1	+25.8%	\$3.9	\$3.1	+25.8%	5	5	49	49	\$239,000
13 CALLAN ASSOCIATES LTD. 2021 Spring Road, Suite 175, Oak Brook 60523 (630) 574-9300	ROBERT M. CALLAN <i>Partner</i>	\$3.6	\$3.5	+2.9%	\$3.6	\$3.5	+2.9%	5	5	60	60	\$210,000
14 KENNEDY & CO. 20 N. Wacker Drive, Suite 1745, Chicago 60606 (312) 372-0099; www.kennedycompanyinc.com	THOMAS J. MORAN <i>Managing director</i>	\$3.3 ²	\$2.8 ²	+18.2%	\$3.3 ²	\$2.8 ²	+18.2%	6	6	86	86	\$175,000
14 SLAYTON INTERNATIONAL INC. 181 W. Madison St., Suite 4510, Chicago 60602 (312) 456-0080; www.slaytonintl.com	RICHARD S. SLAYTON <i>President</i>	\$3.3	\$2.2	+46.0%	\$10.2	\$9.5	+7.3%	3	25	57	185	\$180,000
16 HERSHER ASSOCIATES LTD. 3000 Dundee Road, Suite 314, Northbrook 60062 (847) 272-4050; www.hersher.com	BETSY S. HERSHER <i>President</i>	\$3.1	\$2.8	+9.1%	\$3.1	\$2.8	+9.1%	9	9	125	125	\$144,702
17 BATTALIA WINSTON INTERNATIONAL INC. 150 S. Wacker Drive, Suite 1220, Chicago 60606 (312) 704-0050; www.battaliawinston.com	JAMES F. MCSHERRY <i>Managing director</i>	\$2.7	\$2.4	+12.5%	\$14.2	\$12.9	+10.1%	5	23	48	218	\$169,000
18 BOYDEN 180 N. Stetson Ave., Suite 2500, Chicago 60601 (312) 565-1300; www.boyden.com	RICHARD A. MCCALLISTER <i>Managing director</i>	\$2.4	\$2.4	+0.1%	\$14.5	\$11.2	+29.5%	6	34	40	NA	\$180,000

* Fee revenue figures reflect fees on searches billed through the Chicago offices; the list includes firms whose revenues are generated by retained searches only. NA: Not available. NM: Not measurable. NR: Not ranked; these firms did not submit audited statements verifying revenues. □: CRAIN'S estimate. 1. Based on executives placed out of the Chicago office. 2. Fiscal year ends in June. 3. Acquired Crist Partners 12/99. 4. Acquired LAI Worldwide Inc. 9/99.

Research by Katrina Fenrick and Kathleen Schmidt