



The Bergen Briller Group (BBG) was named to The International Association of Corporate and Professional Recruiters' (IACPR) *List of Best Performing Search Firms in 2003*. Based on responses from leading corporate human resources executives, **BBG** was one of the top 45 Executive Search Firms receiving votes and the only firm specializing in the recruitment of Human Resources professionals to be named to the List.

As the definitive authority on best practices in recruitment, the international association of HR executives, consultants and academicians, the IACPR recently completed its 5-Year Trend Lines Survey on the Executive Search industry. It found that for senior or executive level positions companies are recruiting externally more than 50% of the time. More than 85% of Corporate HR Executives expect external search activity to continue unabated, with over half of those HR leaders expecting a marked increase in external search activity in 2004.

Mitch Briller, a Managing Partner of **BBG**, concurs, "Leading corporations are re-entering the "War for Talent", particularly in strengthening their bench-strength of next generation leaders."

BBG has had a track record of success in recruiting for talent-driven companies, including Honeywell, Dupont, Tyco International, Microsoft, Citigroup, American Standard, Merck, Bristol-Meyers Squibb, Barnes Group, Lincoln Financial Group, Toys-R-Us, Campbell's Soup Company, Merrill Lynch, T. Rowe Price, and DoubleClick.

The Survey also highlights continued concerns with the length of time searches are taking as well as a slipping completion rate by search firms.

"CEO's aren't permitted to miss 20% of their earnings targets year after year, so we can't expect them to be satisfied with an 80% completion rate in filling key positions in the organization," states BBG Partner Mike Bergen,

BBG Partners have walked in the shoes of their clients. As former executives at world-class industry leaders – GE, PepsiCo, Citibank, Honeywell, M&M/Mars, NBC and CIGNA – they have satisfied America's most demanding leaders.

Formed in 1999, **BBG** has developed into the premiere Executive Search Partner to the Human Resources industry, building close relationships with most of the top HR Leaders within the Fortune 200. Because **BBG** focuses on the HR talent market, the Firm attracts and closes with the most elusive stars. **BBG's** fate is tied to the reputation of its HR clients.

With offices in Philadelphia, PA, Baltimore, MD, Washington, DC, Los Angeles, CA and the New York City Metropolitan Area, **The Bergen Briller Group** is uniquely positioned to help clients as their extended partner in the talent marketplace.

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