

WHAT MAKES A GOOD REFERRAL FOR HARVEY HOHAUSER & ASSOCIATES?

THESE STATEMENTS BY YOUR CLIENTS PRESENT A PRIME OPPORTUNITY TO REFER US:

1. I've got way too much to do, I'm overwhelmed.
2. We've just purchased a competitor and I'm not sure how to manage all of this.
3. I can't grow the business above \$X million.
4. I don't know what to look for in a good candidate. How do I get the right set of skills for my organization?
5. I'm not sure who's going to take over when I'm gone.
6. We've got to find new ways to positively impact the top line.
7. It's getting really hard for us to increase the bottom line.
8. Our bottom line is shrinking.
9. I've done it again, I've promoted our best sales person to Vice President of Sales, he's a great sales person and a lousy sales manager.
10. Our bank is having trouble understanding our financial statements.
11. Family owned / private businesses experiencing exponential growth, with a clear understanding they need help to make a larger entity function and succeed.
12. Family owned / private businesses experiencing non-performing executives (CFO's, VP Sales, etc.) with a need to replace them.
13. Entrepreneurs seeking "out of the box & in kind" thinkers for their key strategic executive management team.
14. C-level (CEO, CAO, COO, CFO, CIO) executive with a long-range goal to grow or change their business.
15. C-level executive interested in learning about our process / value-added.
16. Mid – Sized companies poised to execute new market penetration with need of strategic / operational focus.
17. Fortune 500 companies in need of changing business processes.
18. Executive in transition or with "eyes open" to new opportunities who has a history in a potential client company.

Since 1986, the retained executive search firm of *HARVEY HOHAUSER & ASSOCIATES* has had a major impact on the success of its customers – private, public, domestic and international– partnering with them to find talented leaders to fill critical roles for their executive teams. Specialists in the identification, assessment and selection of proven leadership, our respected professionals take the necessary time to understand your corporation's culture and recruit the appropriate leader to fit your exact needs. Recognized as one of the most prominent search firms in the country, we take pride in our ability to know our clients, gain trust with candidates, and follow a detailed process that results in success