

## **The Brill Neumann Difference**

### **Experienced principals who partner with clients**

Our Principals draw on their extensive experience in higher education, business, and health care to lead each search in partnership with the client.

### **A boutique firm, small by design**

By limiting the number of searches we conduct at any one time, we are able to focus on the goals, culture, and constituencies of our client organizations.

### **Searches shaped by in-depth fact finding**

The insight we gain from our extensive research and client communication informs the search process and the candidates we bring forward.

### **Trusted advisers, customized advice**

We advise our clients on issues that impact their institution and their prospective leader's mandate.

### **A keen understanding of institutional change**

For many of our searches, we help our clients assess alternative pathways for desired change and then present candidates who can best lead that change.

### **Candidate qualities aligned with clients' vision**

We tap our extensive network of contacts to engage the most promising candidates. We recruit those whose experience, capabilities, and attributes most closely align with our client's vision for success.

### **Enduring client and candidate relationships**

Because of our personalized approach, we develop lasting partnerships with our clients and candidates. These relationships allow us to continually strengthen our network and our ability to excel on future assignments.