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**Book Talk: *Heads: Business Lessons from an Executive Search Pioneer*  
By Russell S. Reynolds, Jr.**

*Cos Cob, CT*, October 22, 2013—When Russ Reynolds decided to launch his own executive search firm in 1969, the “headhunting” field was viewed as a somewhat misunderstood business. But within a very short time, Reynolds had succeeded in changing that image dramatically—and along with a handful of cohorts, was responsible for raising the level of quality and professionalism that has propelled executive search to its current stature as a highly-respected, multi-billion dollar industry.

How this all unfolded is the fascinating story of *Heads*, the subject of a book talk scheduled for Wednesday, November 20, 2013, jointly sponsored by the Greenwich Historical Society and the Greenwich Chamber of Commerce. Written with the goal of providing greater clarity about the role of top-notch executive search professionals, *Heads* also shares Reynolds’ invaluable insights—honed from his vast experience working with many of the world’s most eminent businesses and leading executives—into the personal skills and qualities that contribute to success in business as well as in life.

*Heads* takes readers on a captivating journey from Reynolds’ childhood in Greenwich, during the Great Depression, up to the present, as he continues to oversee the rapid growth of his second successful search firm, RSR Partners. Reynolds founded RSR Partners in 1993 (a top-flight boutique firm with a prestigious roster of clients) after retiring from Russell Reynolds Associates, the venture he had launched in 1969.

Through personal recollections, anecdotes and observations from colleagues in the field, Reynolds offers an in-depth overview of how the executive search field has grown and matured over the last half century. Interspersed throughout the narrative are informative details on how today’s search firms are structured and operate and how good recruiters go about executing a search. The book also addresses current trends that are having an impact and creating challenges for the executive search industry and offers specific advice to candidates on how to “master being recruited,” as well as Reynolds’ counsel on the importance of equilibrium for success both in business and in life.

*Heads* is an absorbing look at how one man channeled his entrepreneurial talent and energy into building two highly successful businesses—along the way earning the trust of major, multinational corporations and the friendship of some of the world’s most prominent and influential business leaders. Filled with anecdotes and insights, the book shines a spotlight on the critical role of executive search in today’s business world and

offers invaluable knowledge and advice that anyone—from corporate director, to CEO, to MBA candidate—can adapt to his or her life and career.

Reynolds is a former trustee of the Greenwich Hospital Association and former chairman of its successful \$65 million capital campaign committee; an advisory board member of the Greenwich Land Trust; an advisory board member of the Greenwich Historical Society; and a former vestryman of Christ Episcopal Church and St. Barnabas Church. In 1990, he published a history of his family in Greenwich, entitled *Loyal to the Land*. A Yale graduate, Mr. Reynolds has held many positions in Yale alumni affairs and currently serves as secretary-elect for the class of 1954. He and his wife, Debbie, reside in Greenwich and have three children and eleven grandchildren.

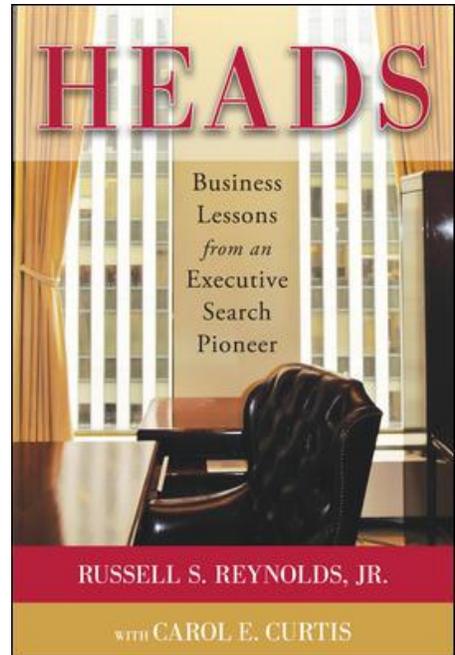
Prior to the program, a wine and cheese reception will take place at 5:30 pm at the Greenwich Historical Society's Vanderbilt Education Center, 39 Strickland Road in Cos Cob, CT. The presentation will be from 6:00 to 7:00 pm. Copies of *Heads* will be available for purchase and signing. To attend, please call 203-869-6899, Ext. 10 or email [assistant@greenwichhistory.org](mailto:assistant@greenwichhistory.org).

Wednesday, November 20, 2013

Greenwich Historical Society, Vanderbilt Education Center  
39 Strickland Road, Cos Cob, CT 06807

Wine and cheese reception: 5:30 pm; presentation 6 to 7 pm  
\$15 for members of the Greenwich Historical Society and the  
Greenwich Chamber of Commerce; \$20 for nonmembers.

For reservations, visit [www.greenwichhistory.org](http://www.greenwichhistory.org) or call 203-869-6899, Ext. 10



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