



INTERNATIONAL

“Bringing Together People, Companies and Careers”®

## FACT SHEET

### COMPANY OVERVIEW

---

***Celebrating 40 years of recruiting!*** MSI International is a leading global recruiting firm that has been supporting the growth and success of companies and enhancing the careers of professionals since 1968. The Atlanta-based company provides direct-hire and contract professionals in these industries: Accounting, Banking, Biomedical, Construction, Engineering, Financial Services, Food Technology, Healthcare, Information Technology, Legal, Manufacturing and Telecommunications. There are about 150 full-time employees and 200 consultants/contractors. Through a network of more than a dozen offices throughout the United States and affiliates in Europe, MSI offers clients and candidates worldwide resources and expertise.

### GROWTH

---

MSI's 2007 revenue was \$24 million, with 2008 revenue expected to reach \$26 million. In 1995, MSI reached \$54 million before divesting of the temporary staffing division. MSI twice made the list of *Inc.* magazine's 500 Fastest-Growing Private Companies.

### BUSINESS STRATEGIES

---

With 40 years of experience as the CEO, president and founder of MSI International, Eric Lindberg can offer valuable advice for business success on such topics as:

- ❖ **How to Hire Right.** Advice on creating an attractive place to work, interviewing, making an offer, negotiating, training and retaining.
- ❖ **Employment Trends.** What jobs are hot and what's not, the latest hiring incentives, etc.
- ❖ **How to Recognize and Reward Top Producers.** MSI uses ongoing competitions and annual incentive trips for top producers to such exotic destinations as Maui and Monaco.
- ❖ **How to Groom Employees for Management Positions.** The elements of the bi-annual Management Associate Program (MAP) have contributed to the stability of MSI's management team, with an average company tenure of 15 years.
- ❖ **How to Grow Profitably.** Knowing when to acquire companies and divest of divisions and the importance of maintaining flexibility to enter hot markets.
- ❖ **Succession Planning.** Until 2006, MSI was privately owned by Eric Lindberg. Through an Employee Stock Ownership Plan (ESOP), MSI is transitioning to an employee-owned company for the permanent division. ESOPs are known to increase productivity, profitability and loyalty.
- ❖ **How to Survive Challenging Times.** Do's and don'ts to make it through and come out stronger.
- ❖ **How to Benefit Most from a Seasoned Board of Advisors.** Choosing them and using them.
- ❖ **How to Learn from Your Peers.** In 1973, Lindberg co-founded Positive Management Associates (PMA) a study group of 14 leaders in the staffing industry from non-competing markets across the country that meets twice a year.
- ❖ **How to Give Thanks by Giving Back.** Lindberg's daughter's recovery in 1982 from childhood cancer and the support his family received from CURE Childhood Cancer led to a corporate commitment of support for this organization. That includes inviting the children with cancer and their families currently supported by CURE to the annual MSI employee holiday party at a local hotel. They are transported there by limousines, treated to professional family photos with Santa and given gifts.