

ARMSTRONG FINANCIAL GROUP

COMPANY PROFILE

NUMBERS

ERIC ARMSTRONG

WHO IS ARMSTRONG FINANCIAL GROUP?

- **FOUNDED IN 1992**
- **BUSINESS PLAN ACCOMMODATES RETAINED AND CONTINGENCY SEARCH**
- **PROFESSIONAL RECRUITERS WITH RESEARCH CAPABILITY**
- **NICHE BOUTIQUE EXECUTIVE SEARCH FIRM - NOT GENERALISTS - WE COVER 2 AREAS IN FINANCE; COMMERCIAL BANKING & WEALTH MANAGEMENT**
- **NOT AN EMPLOYMENT AGENCY, NOT A PLACEMENT FIRM**
- **SUCCESSFULLY COMPLETED SEARCHES IN 45 STATES AND DISTRICT OF COLUMBIA**
- **REGIONAL STRENGTHS ARE UPPER MIDWEST, MIDWEST, WEST COAST, NORTHEAST**

DISCIPLINES

- **ASSET BASED LENDING**
- **BROKERAGE**
- **CASH MANAGEMENT**
- **COMMERCIAL LENDING**
- **COMMERCIAL REAL ESTATE**
- **CORPORATE LENDING**
- **EMPLOYEE BENEFITS TRUST**
- **FINANCIAL CONSULTING**
- **INVESTMENT BANKING**
- **PERSONAL TRUST**
- **PRIVATE BANKING**
- **SPECIALTY LENDING**
- **WEALTH MANAGEMENT**
- **1031 EXCHANGES**

NUMBERS (FROM 2001 - 2007)

- 89% OF RETAINED SEARCHES SUCCESSFULLY FILLED
- 1 IN EVERY 6.5 CONTINGENCY SEARCHES SUCCESSFULLY FILLED
- 86% OF THE CANDIDATES WE PRESENT TO OUR CLIENTS ARE INTERVIEWED
- 82% OF OUR CANDIDATES THAT RECEIVED OFFERS FROM OUR CLIENTS ACCEPTED AND STARTED (86% IN 2006 AND 94% IN 2007)
- SINCE 2005, WE HAVE LOST 2 CANDIDATES TO COUNTEROFFER

ERIC ARMSTRONG

- BORN AND RAISED IN RURAL NEBRASKA
- ECONOMICS DEGREE FROM UNIVERSITY OF CALIFORNIA, SAN DIEGO
- MARINE CORP VETERAN
- TWO YEARS WITH PETER KIEWIT SONS', INC INTERNATIONAL BUSINESS DIVISION
- SIXTEEN PLUS YEARS IN THE EXECUTIVE SEARCH BUSINESS
- THROUGH 2007, PERSONALLY COMPLETED OVER 300 SEARCHES

ARMSTRONG FINANCIAL GROUP

TODAY, UNPRECEDENTED CHANGES ARE
TRANSFORMING EVERY
ASPECT OF HOW PEOPLE WORK AND HOW
COMPANIES HIRE.

OUR MISSION IS TO PROVIDE STAFFING
SOLUTIONS SPECIFICALLY
DESIGNED TO MEET THE UNIQUE CHALLENGES
THESE CHANGES
HAVE CREATED FOR YOUR COMPANY.