

FAQ's

industries served

broad manufacturing

distribution

construction

energy

specialty chemicals

printing

wholesale and retail trade

health services

medical products

consumer products

amusement services

defense and aerospace products

Gilreath Consultancy

P.O. Box 310

Concord, MA 01742

jim@gilreathsearch.com

www.gilreathsearch.com

(800) 395-8771

Gilreath Consultancy
has been providing
"skin-in-the-game"
CEO/CF0/VP level
hiring assistance to
private equity clients
for 24 years.

"Metapoint Partners has had a relationship with Jim Gilreath for more than 17 years. We have never experienced anyone who does a more thorough and complete evaluation of candidates. Gilreath Consultancy has handled 24 searches for Metapoint Partners. We are happy to recommend his services without reservation."

—Keith C. Shaughnessy chairman & ceo
METAPOINT PARTNERS



skin-in-the-game-hiring

since 1986

Our exhaustive due diligence
candidate screening model
is unsurpassed in the search industry
for producing highly qualified
investor executive hires.

Gilreath Consultancy has completed retained search assignments for the following private equity firms.

Capital Resource Partners

Gemini Investors*

Hastings Equity Partners*

Lineage Capital, LLC*

Metapoint Partners*

New England Capital Partners*

Seacoast Capital

Stonebridge Partners*

The Riverside Company*

Watermill Ventures*

Weston Presidio*

WestView Capital Partners

*Indicates repeat engagements.

Case Study 1

A private equity client acquired a mid-sized 2 plant printing business in the Southeast. The business lost sales and earnings for a consecutive 3 year period. The likeable incumbent CEO had to be confidentially replaced. Gilreath Consultancy completed this search assignment in 12 weeks with the hiring of a new "skin-in-the-game" CEO. Business has been steadily improving since then.

Case Study 2

A private equity firm had hired a new President through their own efforts and from within their own industry. The new President invested \$1M in the 2 plant textile and growth-oriented business. After two employees died in one of the plants, investors retained Gilreath Consultancy to help them hire a new "skin-in-the-game" CEO from within the industry to take charge of the business. The private equity client is quite happy with the new leader and the significant improvements he has made in the business.

Case Study 3

An OEM medical device manufacturer (owned by a private equity firm) was working with their 3rd CEO in 4 years with unsatisfactory results. Gilreath Consultancy confidentially replaced the incumbent CEO within 12 weeks. Our hired CEO has performed exceptionally well for the past ten years as has the business.

Case Study 4

A private equity firm acquired an energy-related services business. Within the next few years the former owner—in the position of Chairman and CEO—had fallen into a relaxed lifestyle situation from the proceeds of his former company's sale. As a result, the energy-related services business sales and profits were declining—alarming the private equity ownership. In 12 weeks Gilreath Consultancy located a new "skin-in-the-game" President—hired with full P&L responsibility to run and grow this company. Both President and the incumbent Chairman are now working in harmony. The business has reduced costs significantly while growing sales and profits during the past year.



Jim and Diane Gilreath

Case Studies [search solutions and successes]