

## Two Unanimous Votes Bring the World Search Group One Step Closer to Search Excellence

**Atlanta, GA**—The World Search Group, an international consortium of executive search firms, enlarged its global footprint and its commitment to professionalism early last week when its North & South American partners agreed to induct a new search firm into membership and create a formal off-limits policy.

The Group's Americas members—comprised of ten search firms located throughout the United States, Canada and South America—gave the approving nod to Phoenix Search, which has offices in Mexico City and Rio de Janeiro, during their regional meeting in Vancouver, Canada.

Phoenix Search will hold a corresponding membership until September when the full membership of the World Search Group will vote on full admission at its annual general meeting.

"The World Search Group has really made a name for itself during its decade of existence," said Ignacio Garrote, president of Phoenix Search. "It is a well respected group in both the business world and the search community. I was attracted to its professionalism, forward thinking and strong emphasis on the sharing of ideas. My firm can not only benefit but also contribute to this manner of thinking."

The induction of Phoenix Search marks the fifth firm in the Western Hemisphere to join the World Search Group within the last year, thus clearly demonstrating the group's emphasis on strengthening its presence in North and South America. According to Bill Handler, director of the Americas for the World Search Group and president of the Atlanta-based search firm W.L. Handler & Associates, the Americas Partners will continue to consider for membership additional search firms in this region who are geographically appropriate and conform to their standards of search excellence.

"The Americas meeting was extraordinarily productive," said Handler. "Of particular significance was the group's unanimous sentiment that a definitive and clearly stated off-limits policy should be an integral part of the World Search Group's practice standards. Language is being formulated and will be presented at the Annual General Meeting, which will clearly define our long standing position that off-limits means the entire company. It is inappropriate for a search firm to be conducting a search for a client while recruiting candidates from other divisions or subsidiaries of the same company."

According to Handler, the off-limits policy will be presented to the general membership at this year's annual meeting in Copenhagen. In addition, The Group will vote on new membership applications for firms in Korea, China, Australia, Hong Kong and New Zealand. They will also determine the best way to enhance the value of their web site.

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