



THE CARLISLE GROUP
An Executive Search & Recruitment Firm



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Since joining TCG in 2006, Brian has proven that he excels in building strong client partnerships and candidate relationships. With over 20 years of combined experience in the insurance and recruitment industries and over \$6 million in sales during his career at TCG, Brian understands market changes and the factors that drive them.

In 2010, he was recognized as MRI's "Pillar of the Eastern Region," and in 2014 and 2015, he was named the #2 Team in the Eastern Region. In 2016, Brian was named #3 in the Eastern Region and #10 globally. He is also a ten-time national MRI "Pacesetter."

Brian has been invited as a speaker for several Mutual Insurance Company Associations' regional conferences and has been an integral contributor at President/CEO and HR Roundtables. He is currently on the PAMIC HR Committee, as well as the VAMIC Advisory Committee and regularly consults with clients to advise them on succession planning, automation integration, and forecasting.

According to Kent W. Jones, former President/CEO of Farmers (retired), "Brian Schriff was a real business partner. He found out what I needed and provided much better, screened candidates than I was getting via any other method. Of the dozen or so recruiters that call me, none can compare to Brian."

TCG's Business Practices

- + Traditionally 4:1 Candidate Placement Ratio
- + 97% Candidate Retention Rate
- + TCG has placed over 4400 talented individuals, vertically and horizontally across organizations. Of those placed, over 755 have been executive-level positions.

Recently Completed Search Projects

- + President
- + Executive VP
- + Chief Operating Officer
- + Chief Information Officer
- + SVP of Sales & Marketing
- + VP of Claims
- + General Counsel

Associations & Memberships



Intelligent Services

- + Comprehensive Consulting
- + Market Research Services
- + Emotional Intelligence (EQ-i)
- + Predictive Performance Profiling
- + Skill Assessment
- + Background Screening Services
- + Internet Resource Services
- + Relocation Services

The Carlisle Group (TCG) possesses the unique ability to put our clients' needs first, offer choices, define workable processes and communicate honestly. This philosophy is reflected in every tool, strategy, and service we offer to ensure exceptional results!