

## Hotshot spotter: Peter Crist

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By **Mark Scheffler**

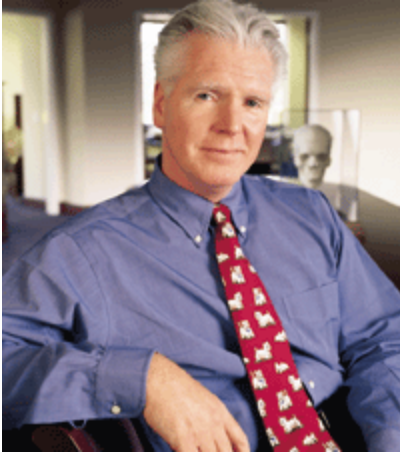


Photo: John R. Boehm

Executive recruiter **Peter Crist** and head researcher **Scott Simmons** track Fortune 1000 executives at Hinsdale-based **Crist Associates**, focusing on CFOs and other C-level searches for clients including Kodak and General Motors. Here's what's on their reading list:

*New York Times*, *Wall Street Journal*, *Chicago Tribune*, *Investors Business Daily*, *Financial Times*. **Mr. Crist** was doing a CFO search for pharmaceutical distributor McKesson Corp. when he read about American Airlines' post-9/11 troubles in the *New York Times*. That tipped him to American CFO Jeff Campbell—whom he ended up placing at McKesson.

*Institutional Investor*, *Pensions and Investments*, *Financial Advisor Magazine*. **Mr. Crist's** version of airplane reading.

**Edgar-online.com**. Securities and Exchange Commission filings by public companies.

**Hoovers.com**. Updated daily with crucial information about companies: the macro (a firm's financial profile) and micro (pay levels, people's ages).

**Thecorporatelibrary.com**. Rates and analyzes boards; covers trends and legal issues.

**Leadershipdirectories.com**. Site's corporate yellowbooks help track down who's who.

**Factiva.com**. Owned by Dow Jones and Reuters, it's key for news articles and press releases about a range of industries.

**Eliyon.com**. Its Web crawler is "geared toward companies and business people, both former and current," says **Mr. Simmons**. The database is a catchall and can be inaccurate, but its 21 million names and 1.4 million companies make it useful for tracking people down.