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Even Executives Are Becoming Free Agents

By MARCI ALBOHER



Linda Stewart, founder of Epoch, a firm that matches corporations with interim executives.

When I researched my book, way back in 2005, I found a handful of companies — Axiom Legal, Resources Global Professionals and The Creative Group, to name a few — seeking to take advantage of the growing number of workers at all levels looking for project-oriented, flexible work. I wrote about those companies in a chapter called “Working the Twenty-First Century Workplace.” By now it is possible that there are enough companies in this space that I could fill an entire book.

A somewhat recent entrant into this market is Epoch, which focuses on placing executive-level people (known in corporate speak as “C-suite” or “C-level,” as in C.E.O., C.F.O., C.O.O.) in temporary assignments. Epoch is a cross between an executive recruiter, a talent management firm and a high-end temporary agency.

It is interesting to see former executives marketing themselves the same way that freelancers of all stripes have been doing for ages. Next thing you know, we’ll be seeing a new Freelancers Union aimed at independent executives. In the new economy, even former executives are behaving like hustling independent workers. And they are going to need to find health insurance, too.