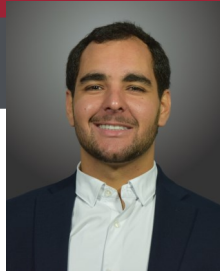


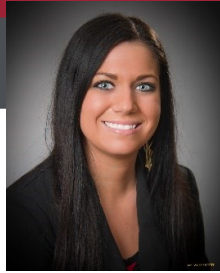
Meet Our Team...



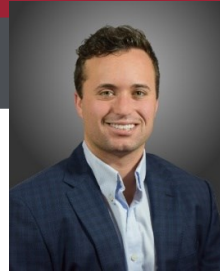
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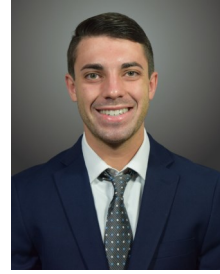
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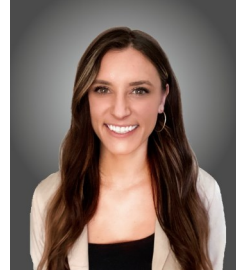
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We have helped...



And many others!

Here's what clients had to say about Direct Recruiters and Norman Volsky:

"I began partnering with Norm and his team as soon as I joined Livongo. Norm's team worked as an extension of my recruiting team and were a true partner in every sense of the word. They took it upon themselves to deeply understand our culture and helped Livongo build out our commercial team in roles including Leadership, Employer Sales, Health Plan Sales, Health System Sales, Partnerships & Business Development and Product Management. Norm and his team are extremely knowledgeable about the Digital Health space and know where to find and attract the best talent. They took pride in representing Livongo in the marketplace for talent and made a great first impression for us to candidates that we hired. I would recommend Norm and his team to any organization looking to rapidly scale its commercial business by adding top talent."

Heather O'Callaghan, Head of Recruiting Operations - Livongo

"Norm and the entire DRI team are fantastic recruiters. Norm and his team listen, they get to know your company, they challenge your assumptions, and he has an excellent network, great relationships, and his standards are very high."

Norm has placed >10 people at Hinge Health, and these hires' performance are among the highest in our company. His hires have collectively added over \$50m in revenue to our company."

Daniel Perez, Co-Founder & CEO - Hinge Health

"I have had the pleasure of working with Norm Volsky at Direct Recruiters as both a candidate and then a client. Norm and his team were true partners to me throughout both processes. As a candidate, Norm was extremely engaged and effective in helping me navigate my way into a new role. On the client side, Norm and his team provide industry insight, thorough communication, and they present exceptional candidates to fit our open roles. I would recommend Norm and his team of Digital Health recruiters to both clients looking to hire top talent, and candidates looking for their next great role."

Dunnie Norman, SVP of Sales - Vivify Health

"I've had the pleasure of working with Norm and his team over the past few years and can say, without a doubt, that they are the best in the business. The network that Norm has established within the digital health space is second to none and the processes they set up takes all the pain and time out of recruiting."

It's been a true value-add partnership on the business side, but I've also enjoyed the ability to get to know Norm personally. It's these little things that make all the difference."

Dan Nardi, Chief Operating Officer - Carrum Health

"Norm and his team have been great partners in our search for high quality talent in the digital health space. Highly responsive, extremely detailed in their overview of candidates, and strategic in who they propose for interviews. We have had the great fortune of hiring for several roles leveraging Norm and team's vast network of some of the best talent in our industry. I would recommend Norm and his team to anyone looking to fill roles in the digital health space."

Edward Daley, Senior Vice President of Sales - Quit Genius

"Upon joining Livongo, I was tasked with building their Health System sales vertical. I was introduced to Norm and his team and they were instrumental in helping me recruit top talent as I built my team. They really took the time to listen to what I was looking for not only experience wise but culturally. Norm and his team have been an extension of our team and valuable collaborators. I would recommend them to any Digital Health company looking to attract and secure top commercial talent."

Jim Hartman, Vice President of Sales - Livongo