



Unity in Values

Jane Bordenave talks to Amber Kelleher-Andrews, CEO of matchmaking service Kelleher International, about what makes CEOs tick in their personal relationships and how her company helps them find love.

Founded in San Francisco 1986 by Jill Kelleher, Kelleher International acts as an executive search firm for CEOs, celebrities, top-level executives, and entrepreneurs. It is the largest privately owned matchmaking service in the US, with offices across 11 American states, as well as London and Stockholm.

"Our clients are mainly entrepreneurs, top level management and business owners, 92 percent of whom have advanced level degrees, many from Ivy League colleges and, by their very nature, are busy people," says Amber Kelleher-Andrews, the current CEO of the company and daughter of the founder. "They are looking for a long term relationship and to settle down, but they don't have the time themselves to look for the right person because they are out living their life, or they may not really know how to go about it.

What we offer is not a dating service; right from the very outset we established ourselves as a niche matchmaking business, helping our customers to find someone with whom they can form a lasting relationship."

"Our clients are very picky, as we are, and I must say, we truly represent many of the world's most beautiful and interesting women," smiles Amber. Kelleher International is known for their high success rate in

making relationships happen, all done with discretion and confidentiality."

If you are the CEO of a Fortune 500 company, or a celebrity for example, you can't just put your photo and profile out there with a dating service or on-line. But you can select a Matchmaking company that works as a search firm who deals with this type of clientele and this Matchmaking firm in particular. Kelleher has the experience to find the type of person you are searching for."

Kelleher International takes into account the needs of the client and what they want from a match. "When my mother Jill started in the 1980s, she tended to match clients to other clients, which was a model that worked well when our company was only working in San Francisco. Now that we have a much broader base, we take a more search based approach, recruiting in the same way that headhunters work", Amber explains.

Using this business model, the company is able to find partners for their clients who may be more suitable, but are not necessarily clients themselves, "Many people who use our services are high fliers and, in some senses, overachievers -they have been very successful in their career and they are living a full life. It's exciting to think about sharing your life »