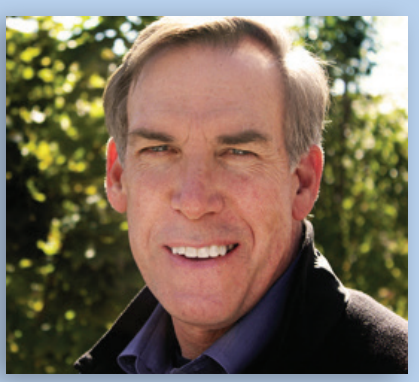
CARL BENSCOTER

SENIOR VICE PRESIDENT
FULL CIRCLE GROUP
& THE LEADERSHIP CIRCLE



Carl holds the strong belief that the catalyst to market impact provided by Full Circle Group and The Leadership Circle stems from the depth of knowledge we acquire about our clients. The more we learn about their business objectives and challenges, the better we can impact their leaders' ability to achieve their goals and meet those challenges. Carl has over thirty-five years of experience with client-focused approaches; the last fifteen years have been dedicated to talent management and leadership development.

Carl brings to this role, not only the hands-on experience, but also the vision of a senior leader who has led numerous reengineering efforts and implemented cultural changes to meet the dynamic demands of the market. He has successfully led sales organizations transformations from transactional and product-oriented sales to strategic, consultative sales that support clients in addressing their challenges and achieving their business goals. Additionally, Carl has direct experience leading organizations through acquisitions.

Carl brings a unique blend of experience to FCG. His talent management experience has been in both the content aspect of the business with Vice President roles at Development Dimensions International (DDI) and Caliper Management, and also from a technological perspective from five years at Iscopia Software. Montreal-based Iscopia provided an assessment delivery platform used in employee selection, leadership development, and succession planning.

Prior to DDI, Carl was Vice President, Sales and Customer Support for publicly traded John. H. Harland Company, a provider of software solutions and printed products to the financial institution market, where he held positions of increasing responsibility and importance from 1981 to 1999.

Throughout his career, Carl has shown an ability to recognize industry and economic change and address the challenges change imparts on organizations. Reengineering the sales organization to best achieve fiscal goals, even in down markets, has been reflected in the record sales revenues and profit margins his teams consistently achieved.

Carl and Laura, his wife of thirty-five years, are the parents of three children and two grandchildren, and live in the Atlanta area. Carl is an avid reader and enjoys outdoor activities including hiking, boating, and water skiing. Carl was an honors graduate from Ashland University in Ohio, where he received a B.S. degree in Business Administration, majoring in economics and management.