



**The Pinnacle Take**  
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**March 27th 2024: The Pinnacle Take...Takes on**  
**"A Network of Friendlies!"**

How do we play at a higher level? Get Bigger Fees...become a Player! Every recruiter playing power games with paranoid middle managers wants to know...and yet we make a plan, gear ourselves up to talk to "big shots" and change our life, and two job orders get called in. And expenses are high right now...and maybe next year would be better to make this kind of change. Mike Silverstein wasn't having any of that. He came into the biz and was fearless about cold calling. He went to a Healthcare Trade Show because his firm's niche was dead, and, well, healthcare can't go away...right?! And he not only c

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**Featured Guest**



**Mike Silverstein**  
Mike Silverstein is a Managing Partner at Direct Recruiters, Inc. and founded the firm's Healthcare IT Division and Life Sciences Practice in 2008 along with the Hospital IT staffing and consulting division in 2011. He also leads DRI's efforts in partnering with PE and VC firms to grow their portfolio companies. Mike is on the Board of Directors for DRI's parent company, Starfish Partners. Mike's consultative style along with his personable approach has enabled him to build trusted relationships with hundreds of healthcare technology companies and dozens of their investors in order to deliver high-caliber talent capable of leading many of the top healthcare technology firms. In 2014, Mike wa

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