



September 13, 2018

To Whom It May Concern:

On behalf of Mercy Hospital Northwest Arkansas, I am pleased to recommend The Medicus Firm for their outstanding recruiting and consulting performance.

Our organization had been attempting to recruit a Gastroenterology physician for approximately two years before partnering with The Medicus Firm. Less than a week after we signed the retained agreement in May 2017, a consultant traveled to our facility to conduct a comprehensive meeting and strategize on the best approach for recruitment. Through their consultative guidance and real-time market data, we were able to position the opportunity for success with a fair market compensation plan and realistic candidate parameters. By the end of the visit, we had a game plan set in motion with a well thought out marketing approach and an in-depth process established for maximizing the success of on-site interviews.

Less than 20 days later, we had an excellent candidate in our inbox for consideration and five additional candidates for review in the following few months. The candidate we ultimately hired interviewed in October and was found to be the ideal candidate. The Medicus Firm played an integral role in assisting us with negotiations for this physician and provided a high level of communication throughout the process.

The Medicus Firm has proven to be a valuable partner to our organization and we continue to work with them on a search for another Gastroenterology physician. If you are looking to recruit a provider, I highly recommend using The Medicus Firm. The value they bring is an exemplary model of a true, long-term partnership!

Regards,


Raley O'Neill, FASPR
Physician Recruiter
Mercy Clinic