

February 8<sup>th</sup>, 2013

To Whom It May Concern,

I am pleased to provide a reference for The Medicus Firm. As a community based hospital located in Littleton, New Hampshire, we have used various resources over the years for our physician searches. We really needed a consistent solution due to a number of new searches that needed to be filled, so we decided to explore the option of a consistent, reliable search firm assisting us with those needs.

We made the initial decision to engage The Medicus Firm for several reasons. Their pricing structure for multiple searches was very attractive, and we were optimistic that they would do a good job based on their reputation and their track record with community hospitals like ours.

The results have been excellent. Our recruiter has over 10 years of experience and is very knowledgeable about our region. When he visited our hospital, his profile of our opportunity was detailed and thorough, and his focus was truly on what kind of personality would be a good fit for both our medical staff and community. There are real differences between contingency recruiters who “shop doctors” compared to recruiting professionals, and The Medicus Firm recruiter is definitely the latter. He was able to quickly identify candidates, and we have now signed a GI and Pediatrician, with other physicians pending in other specialties. Dr. Jessica Jacobs and Dr. Leon Kogan are both excellent fits for our medical staff, and both are great matches for the initial profile we provided to our recruiter.

We consider The Medicus Firm a valued partner with our hospital. I would recommend them to anyone, especially community hospitals serving smaller populations in the New England region. They know how to target the right candidates and how to market opportunities like ours, and I trust they would do the same for others.

Sincerely,



Warren West, FACHE  
Chief Executive Officer  
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