



May 4th, 2012

To Whom It May Concern,

I wanted to write this letter on behalf of The Medicus Firm. I have been Director of Physician Recruitment with Saint Thomas Health for several years, and I have worked with numerous contingent and retained search firms on various searches where extra assistance is necessary. As a large not-for-profit health system in central Tennessee, we not only need our vendors to produce at a high level, but we expect their approach towards candidates to mirror our mission as an organization. We expect professional, ethical representation with an eye towards truly finding the right fit, and we do not wish to engage a search firm that just wants to fill the search with anyone.

I have used The Medicus Firm for a large number of searches, and they have worked diligently to fill numerous positions throughout our health system across a number of the tougher specialties. They have always shown that they truly care about who they place and are extremely ethical with the way they approach physician recruiting. I especially appreciate the way they consult with our independent groups in situations where our hospitals are assisting with recruitment. Their recruiters give our affiliated practices excellent advice without being “pushy”, and our doctors have always commented on how pleased they are with their advice and knowledge of the market. They really look at every individual situation and consult with how to structure things without just saying “pay more in salary to the doctor”.

We are very pleased with The Medicus Firm. Their pricing model for larger health systems is great compared to others I have compared, and in this age of tight budgets we have really appreciated their approach to getting the job done while watching the expenses, too. I would recommend them to any other hospitals/health systems who are in need of a quality search firm.

Sincerely,

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Director - Physician Recruitment & Development

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