



June 6, 2014

To whom it may concern:

I am happy to provide this reference letter on behalf of the recruiting team at The Medicus Firm. It was a little more than six months ago that I relocated to rural West Virginia to lead a struggling FQHC. Our group, located in the heart of Appalachia, had lost several physicians over the previous few years and had been struggling to successfully recruit new physicians to the area. The previous administrator had worked with a few recruitment firms unsuccessfully. Upon my arrival, the practice was down to the bare bones and able to stay functioning mainly with the help of several part time physicians. I knew in this challenging market that I needed help, and I needed it quickly.

The Medicus Firm was aware of our situation because of their long and successful relationship with the local hospital here, for whom they had already recruited six physicians. They reached out to me and offered to help. Because of all of their past success in the area it was an easy decision to partner with them, and I am very glad that I did.

I am happy to say that in the five months that we've been working together TMF has already placed two quality Family Practice physicians with our group. These physicians were already living in our state about an hour away in a much larger city, and were already considering other offers with larger organizations. We consider this to be quite a coup that we were able to recruit them here to our far more rural location. TMF's success happened much more quickly than I could have expected, and working with them exceeded my expectations by far.

I was confident in my TMF recruiter, who not only was knowledgeable of the national physician candidate market, but also knew our local area well having already successfully recruited physicians to other FQHC's in the region. He was able to help us put together a competitive package, work closely in consulting with me and the physicians, and wrap the whole project up quickly.

Recruiting primary care physicians to rural locations, and FQHC's in particular, is harder than it has ever been, due to the changing dynamics in healthcare, and especially the acute shortage of primary care physicians available. I am happy to say that The Medicus Firm came through for us with flying colors, and I whole-heartedly recommend them to anyone else who is looking for a reputable recruiting firm to partner with.

Sincerely,

John Schultz
Chief Executive Officer