



November 18, 2013

To Whom It May Concern:

I am pleased to offer this letter of recommendation on behalf of The Medicus Firm. We are a Critical Access Hospital and an FQHC in a very rural area in West Virginia. Earlier this year we found ourselves in need of an additional Family Practice physician. In the past we had generally been able to successfully recruit on our own. In this case we had been looking on our own for a while without good results and we realized that the primary care recruitment environment had really changed over the last couple of years. The primary care physician shortage is very real and recruitment is harder than ever, especially in a rural area like ours.

Fortunately around that time we received a call from The Medicus Firm. After reviewing their stellar references, we decided to give them a shot. And I am glad we did. The Medicus Firm was able to help us sign an outstanding physician in a little over 120 days from the time they started. And we couldn't be happier with the service we received along the way.

From the time our search consultant first visited with us on-site, it was obvious that he had a clear understanding of what it would take to be successful in this volatile primary care recruiting environment. He gave us helpful guidance and advice throughout the process without being pushy or overly aggressive. I found all of the people that I dealt with at The Medicus Firm, from the initial business development reps, to the recruiters, to management, to be professional and sincere in their desire to serve us and want to see us have a quality outcome to our search.

It was a hard decision for a practice like ours to hire a national retained search firm. The Medicus Firm performed as we hoped they would and I recommend them highly to anyone else who is looking for a firm to help them in a challenging recruiting environment. I trust The Medicus Firm.

Sincerely,

Steve Whited, CEO
Minnie Hamilton Health Care Center