



## Client Assessment

### **Cumberland Medical Center Crossville, TN**

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A variety of clients with whom we work are sometimes reluctant to select a “retained” physician search firm due to the initial upfront investment. However, when provided the opportunity, Merritt Hawkins & Associates is able to demonstrate that the retained approach can be an effective alternative.

Please consider the following evaluation of our services by Ronald L. Bodary, Vice President of Professional Services for the Cumberland Medical Center:

“Having worked exclusively with contingency search firms for over 20 years I was to say the last reluctant about using Merritt Hawkins & Associates for a retained search due to costs. However, because our orthopedic search was extremely critical for our rural community and because finding an orthopedist interested in a solo practice was even more difficult, I agreed to test Merritt Hawkins & Associates.”

“The firm’s consultants were very helpful in providing me with demographics to demonstrate the need for an orthopedic surgeon to best portray our practice opportunity. I very much appreciate the efforts of our recruiting consultants. He is one of the best in the business. He provided me only with candidates that met our community needs. We landed a fantastic candidate in less than 90 days after the candidate procurement process began.”

“Needless to say, I am pleased and our Medical Staff is happy with the results of this recruitment.”

