



Client Assessment

Central Kansas Medical Center Great Bend, KS

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In the last several years Merritt Hawkins & Associates has partnered with a growing number of healthcare facilities in smaller to medium sized communities that are seeking to add medical specialists to their staffs. Following are the comments of Mark Mingenback, an executive with one such facility.

“We had been searching for a urologist on our own for some time to replace a physician who was set to retire and to partner with an existing practitioner. Due to the internal complications of the search and the difficulty in finding urologists in today’s market, we realized we needed professional assistance.”

“I was impressed by the acumen of Merritt Hawkins & Associates, marketing consultant and his eagerness to help diagnose our challenges and to present solutions. I was also very impressed by the fact that, after an initial roadblock in the search, he personally visited us and put together a recruitment team that really matched our needs.”

“The recruitment consultant dedicated to our search turned out to be a consummate professional. There were many stakeholders in this search with various agendas, and our consultant managed to pull everyone together and create real synergy. Through his communication skills, we were able to obtain the level of consensus and response you must have to be successful in physician search today. I now consider Merritt Hawkins’ consultants part of my internal search team that also includes some 20 people within the facility and the community.”

“Our search consultant managed to source the ideal candidate – a urologist interested in Kansas who meshed very well with our current practitioner. When it became apparent that a partnership was not optimal, our consultant helped craft an association between the two doctors that is working out exceptionally well. The new physician is drawing new patients to our hospital from satellite areas without impairing the practice of the existing doctor. He also has a horse farm which has greatly added to his personal satisfaction without area.”

“I am an extremely happy client and we currently are working with Merritt Hawkins & Associates on two more specialist searches, one of which we are just wrapping up. My only caution, however, is that if you work with our consultant you had better be ready to run, because he is all about making it happen.”

