



Client Assessment

Knoxville Area Community Hospital Knoxville, IA

Ann Helwig
Chief Executive Officer
641-842-2150

In today's increasingly competitive physician recruiting market thoroughness of preparation and intensity of follow-through are vital to success. In the following assessment, Ann Helwig, Chief Executive Officer of Knoxville Area Community Hospital, Knoxville, Iowa, discusses how Merritt Hawkins & Associates is distinct in these areas.

“Merritt Hawkins & Associates was recommended to us by another Quorum Health Resources facility for which the firm had been successful. Our initial goal was to recruit a family physician doing obstetrics/gynecology.”

“We were impressed by the fact that Merritt Hawkins & Associates took the time to understand our situation. They listened to our concerns and took them in account in selecting candidates for our location. Merritt Hawkins & Associates brings a variety of strengths to the table. In identifying these, I would focus on follow-up, thoroughness in checking out candidates before they are presented, and the ability to effectively communicate throughout the process.”

“The other recruiting firms that I have worked with were not as thorough and did not communicate with us effectively as did Merritt Hawkins & Associates.”

“We signed on with the firm to find one FP doing OB, and ended up getting two. I am very pleased with the results the firm has produced and the quality of candidates presented. This is a small facility in a rural area that has had challenges finding quality physicians in the past. Partnering with Merritt Hawkins & Associates, we have been able to recruit some excellent, experienced physicians who have quickly become an integral part of our medical staff.”

