



## Client Assessment

### Lawrence Memorial Hospital Walnut Ridge, AR

Vickie Cousins  
Vice President of Patient Care  
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**Merritt Hawkins & Associates is proud of the relationships we have developed with hospital clients of all sizes and in geographic areas throughout all 50 states. We are particularly pleased to work with Lawrence Memorial Hospital in Walnut Ridge, Arkansas. For its outstanding efforts in improving services and enhancing its financial position, Lawrence Memorial Hospital executives were recognized as the 2004 Top Management Team/Small Hospital Category by *HealthLeaders* Magazine, one of the most prestigious national healthcare publications in the industry. We are proud to have been selected by this outstanding team to provide physician staffing services that contribute to their drive for excellence.**

**Following is an assessment of Merritt Hawkins & Associates' services provided by Vickie Cousins, Vice President of Patient Care for Lawrence Memorial Hospital.**

“We entrusted Merritt Hawkins & Associates with an important search for a General Surgeon. This assignment was certainly not without its challenges. We were seeking a candidate willing to practice and live in a small, rural Arkansas community and to provide coverage for not one but two critical access facilities.”

“Our Merritt Hawkins & Associates' consultants personally visited our hospitals and community and provided an objective assessment of our opportunity. They were also very helpful in assisting us to develop a recruiting contract – something we had not done in general surgery for some time.”

“Merritt Hawkins & Associates was exceptionally quick in identifying candidates for us to interview and evaluate. In a matter of just a few months we found a candidate that we believe will be very successful in our community. It was sometimes difficult coordinating communication and strategic efforts between two hospitals, but Merritt Hawkins & Associates' accessibility, professionalism, and willingness to respond to our needs in a timely manner helped us meet the challenge.”

“I am confident using Merritt Hawkins & Associates again and would certainly recommend the firm to others.”

