

Client Assessment



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In an era of physician shortages, it is particularly important to have access to the widest pool of physician candidates as possible. In the following assessment, Kevin Hendrickson, Coordinator of Physician Services for Erlanger Health System, cites Merritt, Hawkins & Associates' candidate sourcing capability as a key reason the search was successful.

"Our search presented distinct challenges as we required a rheumatologist to take on as an employed physician within our hospital. The compensation we were able to offer was relatively limited compared to physician compensation in private practice due to our inability to compensate for ancillary services such as infusion, x-rays, etc.

"Merritt, Hawkins & Associates' marketing representative was persistent and persuasive regarding his firm's capabilities and convinced us to select them.

"The results Merritt, Hawkins & Associates' achieved were outstanding. From a limited candidate pool they were able to fill the position within six months.

"One of Merritt, Hawkins & Associates' main strengths is its candidate sourcing system, which includes a personal letter campaign. The sourcing campaign directed at potential candidates was impressive and effective. In addition, our recruiting consultant was extremely effective in talking to candidates and presenting our opportunity in the best possible light. Merritt, Hawkins & Associates has a more effective sourcing system, in my opinion, than another firm we considered for this search.

"Given the opportunity, I would certainly use Merritt, Hawkins & Associates again."