



Craig W. Jones, FACHE
President

MEMORANDUM

To: OHA Member CEOs

From: Mary Winters
Vice President, Education & Support Services

Date: May 23, 2011

RE: Merritt Hawkins

This letter acknowledges the ongoing relationship between the Oklahoma Hospital Association and Merritt Hawkins as a partner in the OHA Preferred Savings Network. Merritt Hawkins is a leading provider of physician search and consulting services. Established in 1987, Merritt Hawkins is the largest permanent physician search firm in the United States and is the Hawkins is part of the largest health care staffing organization in the country.

We find Merritt Hawkins' industry-leading expertise, commitment to quality, and consistent professionalism to be superior within its field. Merritt Hawkins takes a consultative approach with its clients, providing the data and strategic perspective they require on the front end to establish an effective search program regardless of the client's size, location, or area of need. Merritt Hawkins then has the national resources and "bench strength" to source qualified candidates who match its client's parameters, allowing it to place more physicians every year than any other firm in the industry.

Merritt Hawkins also is noted for its unrivalled thought leadership. Executives with the firm authored the definitive work on physician search – *Merritt Hawkins Guide to Physician Recruiting*—as well as the nationally noted books *Will the Last Physician in America Please Turn Off the Lights?* and *In Their Own Words, 12,000 Physicians Reveal Their Thoughts on Medical Practice In America*. Merritt Hawkins' consultants are continually cited by leading publications from *The Wall Street Journal* and *USA Today* to *Modern Healthcare* and *Hospitals & Health Network*. Executives with the firm address thousands of healthcare executives every year through highly regard educational programs on physician staffing and related subjects.

Merritt Hawkins has invested time and energy to build positive client relationships in Oklahoma and would be happy to discuss their services further. Please contact me at winters@okoha.com or (405) 427-9537 if you would like additional information about Merritt Hawkins.