



January 2022

Dear IHA Members,

For more than 30 years, IHA and many of our members have partnered with Merritt Hawkins, an AMN Healthcare, Inc. company, the nation's leading permanent physician search firm.

To give you a little background on the evolution of the relationship with IHA, in 2015, their successful track record as an IHA corporate sponsor led to an invitation to go through an extensive vetting process which resulted in Merritt Hawkins becoming one of the inaugural members of the Endorsed Business Partner program.

Since that time, they have continued to prove themselves as a trusted authority for educational resources and support to member hospitals in the areas of physician trends and recruitment. It is likely that you and your colleagues have attended IHA events featuring their team. Most recently, they presented a breakout session during our Annual Meeting. Their published materials, such as the "Annual Review of Physician Recruitment Incentives," "The Survey of Final Year Medical Residents," and the "Survey of Physician Inpatient/Outpatient Revenue" provide valuable information that our members have come to rely on when developing their own physician recruitment strategies.

Despite Indiana's diverse community dynamics, Merritt Hawkins has demonstrated their ability to develop long-term relationships in challenging and unique environments. They have successfully placed more than 600 permanent health care providers in many of our rural communities, as well as our larger metropolitan areas. On average, they have placed those providers within three to four months' time with **93% of those individuals staying four or more years.**

As your team looks to add permanent health care providers in the future, we feel strongly that Merritt Hawkins can be a great resource for you. Please reach out to me if I can answer additional questions or facilitate an introduction with their team.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian Tabor". The signature is fluid and cursive, with a large initial "B" and a long, sweeping tail.

Brian Tabor  
President