

Dear MHA Member,

Earlier this year, the MHA launched its new Endorsed Business Partner (EBP) program as a way to identify and promote industry-leading firms that can meet the most pressing business needs of our member hospitals and health systems. We are committed to connecting you with the highest quality partners and providing additional value to our members.

With that said, it is a pleasure to introduce you to Merritt Hawkins, a new MHA Endorsed Business Partner. Merritt Hawkins (www.merrithawkins.com) is the nation's leading provider of physician search and consulting services.

Established in 1987, Merritt Hawkins — a company of AMN Healthcare (NYSE: AMN) — is the largest permanent physician search firm in the U.S. and is the acknowledged leader in its field. Merritt Hawkins' industry-leading expertise, commitment to quality, and consistent professionalism is superior within its field. Merritt Hawkins takes a consultative approach with its clients, providing data and strategic perspective early on to establish an effective search program regardless of client size, location, or area of need. Merritt Hawkins has the resources and depth to source qualified candidates who match its clients' parameters, allowing it to place more physicians annually than any other firm.

Merritt Hawkins is also recognized for its unrivalled thought leadership. Its executives authored the definitive work on physician search — Merritt Hawkins Guide to Physician Recruiting — as well as the nationally noted book *Will the Last Physician in America Please Turn Off the Lights?* Merritt Hawkins' surveys, including its annual Review of Physician and Advanced Practitioner Recruiting Incentives, are continually cited by leading publications from *The Wall Street Journal* and *USA Today* to *Modern Healthcare* and *Becker's Hospital Review*. Merritt Hawkins' leaders address thousands of healthcare executives every year through highly regarded educational programs on physician staffing and more.

After a lengthy and thorough discovery and review process, the MHA is pleased to endorse Merritt Hawkins as a business partner. They will invest the time and energy to build positive client relationships and deliver the staffing services your organization needs.

For additional information, contact Ben Jones, Merritt Hawkins Regional Vice President, at benjamin.jones@merrithawkins.com or (214) 448-6687 or Peter Schonfeld, MHA Service Corporation COO, at pschonfeld@mha.org or (517) 703-8601.

Sincerely,



Brian Peters
MHA CEO

For more information about the MHA EBP program, visit us online at www.mha.org/business-services.