



Endorsed Business Partner Program

of the Indiana Hospital Association

Dear IHA Member,

It is a pleasure to comment on the Indiana Hospital Association's relationship with Merritt Hawkins, the largest physician search and consulting firm in the United States. After many years as a corporate sponsor of IHA, we were pleased to have Merritt Hawkins transition to an endorsed business partner early in 2015.

Established in 1987, Merritt Hawkins is a company of AMN Healthcare (AMN), the largest health care staffing organization in the country. Merritt Hawkins is known nationwide as experts in physician recruiting. Executives with the firm authored the definitive book on physician search, *Merritt Hawkins Guide to Physician Recruiting*.

Merritt Hawkins has demonstrated its prominence in the field with physician and allied health care professional placements throughout Indiana, while earning high marks from clients for professionalism and commitment to client service.

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 has the national resources and "bench strength" to source qualified candidates, allowing it to place more physicians every year than any other firm in the industry.

IHA has found that Merritt Hawkins successfully invests the time and energy to build positive client relationships in Indiana and would be happy to discuss their services further.

Sincerely,

Brian C. Tabor
President