

## Client Assessment:

Regional Medical Center  
Manchester, Iowa



Submitted by:

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Chief Executive Officer  
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Manchester, Iowa

For over 30 years, Merritt Hawkins has provided clients with a highly consultative and resource-based approach to physician recruiting built on professionalism and personal communication. In the following client assessment, Charles Button, CEO of Regional Medical Center in Manchester, Iowa, outlines why he has come to rely on Merritt Hawkins exclusively to meet his facility's physician recruiting needs.

"We had two recent openings, one in orthopedic surgery and one in obstetrics/gynecology. We went to Merritt Hawkins right away because of their expertise in reaching a large number of applicants and due to the professionalism they exhibit during the search process."

"My history with Merritt Hawkins has been very positive and successful. They put a significant amount of time into understanding our facility and the opportunity which makes the recruitment process much more productive and effective. They provided quality candidates and assisted us through the recruitment process step-by-step."

"Merritt Hawkins is concerned about the relationship with their clients for the long-term rather than pushing individual providers just to close a search. They also are willing to be flexible in their approach. Of most importance, they have been consistently successful."

**"I have worked with other physician search firms in the past and now prefer to work exclusively with Merritt Hawkins.** I have not experienced the same level of success or professionalism with other firms. Merritt Hawkins has consistently exceeded my expectations in providing quality applicants and filling positions in a timely manner."

"I would recommend Merritt Hawkins without a doubt and absolutely work with them again."