

Client Evaluation:

Methodist Hospital of Southern California
Los Angeles, California



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Los Angeles, California

Merritt Hawkins' recruiting process has been refined over a 30+ year period, but it still revolves around the personal relationships we develop with clients through direct, on-site consulting. In the following client evaluation, Clifford Daniels, Senior Vice President and Chief Strategy Officer for the Methodist Hospital of Southern California, discusses how Merritt Hawkins' approach proved successful for his facility.

"We engaged Merritt Hawkins to conduct searches for two neuro-hospitalists."

"There were both internal and external challenges to be addressed in these searches. Internally, we lacked the bandwidth to focus on the recruitment process. Externally, we faced a lack of a hospital-based physician organization, as well as the cost of practice start-up, managed care contracting and a high cost of living in our area."

"Merritt Hawkins responded to these challenges quickly and effectively. What stands out about the firm is their knowledge and experience, their professionalism and their responsiveness."

"In particular, it is the people of Merritt Hawkins that enable them to stand above other physician search firms with which I have worked. My experience with other firms could be summed up by meetings with sales reps and talking with mostly faceless voices, all of which lengthens the process and frustrates the client."

"By contrast, working with Merritt Hawkins involves a direct personal touch and relationship-building, which fosters a greater sense of commitment and more on-target results."

"I saw nothing to change in Merritt Hawkins' process. It is efficient, productive and successful by every measure."

"I would both recommend Merritt Hawkins to others and use the firm again."