



January 17, 2019

To Whom It May Concern:

This letter is to acknowledge the ongoing positive and productive relationship between the Iowa Hospital Association and Merritt Hawkins, a leading provider of the physician search and consulting services.

Established in 1987, Merritt Hawkins is the largest permanent physician search firm in the United States and is the acknowledged leader in its field. As a company of AMN Healthcare, Merritt Hawkins is part of the largest health care staffing organization in the country.

We find Merritt Hawkins' industry-leading expertise, commitment to quality and consistent professionalism to be superior within its field. 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 then has the national resources and "bench strength" to source qualified candidates who match its client's parameters, allowing it to place more physicians every year than any other firm in the industry.

Merritt Hawkins also is noted for its unrivalled thought leadership. Executives with the firm 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 2017 *Survey of Physician Appointment Wait Times* are continually cited by leading publications from *The Wall Street Journal* and *USA Today* to *Modern Healthcare* and *Hospitals & Health Network*. Executives with the firm address thousands of health care executives every year through highly regarded educational programs on physician staffing and related subjects.

We have found Merritt Hawkins has been willing to invest the time and energy to build positive client relationships in Iowa and would be happy to discuss their services further. Please contact me at meyerp@ihaonline.org or 515/288-1955 if you would like additional information about Merritt Hawkins.

Sincerely,

A handwritten signature in black ink that reads 'Perry J Meyer'.

Perry J Meyer
Executive Vice President, Operations and ServiShare