



Date: July 10, 2020

It is a pleasure to introduce you to Merritt Hawkins, an Endorsed Business Partner (EBP) with SDAHO Enterprises. Merritt Hawkins is the nation's leading provider of 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 (NYSE: AMN), Merritt Hawkins is part of the largest health care staffing organization in the country.

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 *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*. Executives with the firm address thousands of healthcare executives every year through highly regard educational programs on physician staffing and related subjects.

Merritt Hawkins is willing to invest the time and energy to build positive client relationships in South Dakota and would be happy to discuss their services further. Please contact Connor Hickman, Business Development Manager at connor.hickman@sdaho.org if you would like additional information about Merritt Hawkins or visit our website at www.sdaho.org/sdaho-enterprises.

Sincerely,

A handwritten signature in blue ink that reads "Tim Rave". The signature is fluid and cursive, with a large initial 'T' and 'R'.

Tim Rave
President/CEO
South Dakota Association of Healthcare Organizations (SDAHO)